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Vol. CVIII.

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A A

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"GO, while the going's good" may not be elegant, but it is sound advice. Any chemist can prove it so by making a window display of

Euthymol TOOTH PASTE

this month and watching results.

Merit, combined with judicious advertising, is sending up the sales of Euthymol Tooth Paste all over the country. Secure your share by making a window, *and* counter, display *now*. Special terms will be sent on application.

M.R.P. .. 1/3 per tube

M.W.P. .. 10/2 per doz. net



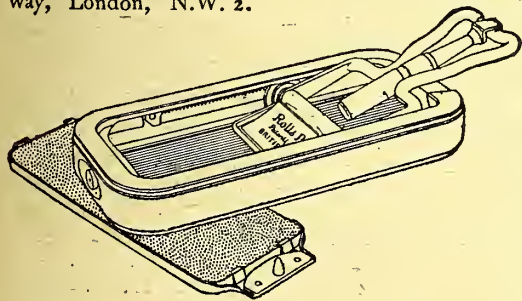


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Monday, June the 18th! That's the date you'll be able to offer the famous ROLLS RAZOR for a guinea! It's a new model—the Imperial No. 2—and it has all the advantages of its more expensive brothers. Such as—ONE Blade, and ONE Blade only (there's *no* maintenance cost). Self-stropping and SELF-HONING and a reputation for giving the smoothest shaves ever! The new model is receiving great publicity—you'll soon be getting the demand. Stock up *NOW*—and be ready for it!

ROLLS RAZOR *The ONE-Blade Safety*

Write off *now* for supplies and particulars to:
ROLLS RAZOR (1927)
Ltd., Cricklewood Broadway, London, N.W. 2.



21/-

Ask
for particulars
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Reliable House for all
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Concentrated
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*You would be well advised to write for particulars of the series
"Intrigue" this—the latest Piesse & Lubin creation is delightfully
and originally packed, moderately priced, and comprises 14 items—
A post card will bring particulars and testing samples by return.*

Piesse & Lubin Ltd

SCEPTRE HOUSE, 169/173 REGENT ST., LONDON, W.1
AGENTS IN SCOTLAND: MUNRO, McLAREN & SUTHERLAND

CUPAL NEWS

JUNE 2, 1928.

SECTO

*The sure
seller*

**Insect
Powder**

Feature "SECTO" this season and get your share of our big national and local advertising campaign.

REMEMBER—every advertisement we issue says "Get 'SECTO' from your chemist."

Help us to help you, keep "SECTO" to the front. It is a wonderful profit-maker.

"SECTO" PRICES AND BONUS TERMS.

RETAIL.	WHOLESALE.	
4d. -	3/- per doz.	
6d. -	4/3 "	
1/- -	8/6 "	Less 10%
3/- -	27/- "	28 days.
5/- -	42/- "	

Bonus: 13 to the dozen in assorted orders of 1 gross upwards.

Special Bonus: 6 dozen with 5 gross assorted (taken, if required, over a period of 6 months).

LIQUID SECTO.

RETAIL.	WHOLESALE.
10-oz. -	2/- 16/- per doz.
25-oz. -	4/- 32/- "
1 gal. -	20/- 160/- "
Outfits -	4/3 34/- "
Special Atomizers -	2/3 21/- "

BONUS: 1 doz. with 3 doz. any size (or assorted).

3 doz. on assorted gross.

Also same bonus on tins in outfits.



I am the
"Secto"
Man.
Sudden
death to
all insects
you'll find
inside my
can.

CUPAL LTD Blackburn

CONFIDENCE

A good product well advertised begets confidence in the minds of the public. That is why "Roboleine" is advertised every day in every year in the great National dailies and magazines. That is why it is easy for you to sell

Roboleine

THE FOOD THAT BUILDS THE BODY

Write for generous Window Display Terms.

OPPENHEIMER SON & CO., LIMITED

179 Queen Victoria Street, London, E.C.4.

CLINBRITIC CRIMSON CORN CAPS

A "DEPENDABLE" LINE

Excellent and most attractive. The Plasters are self-adhesive, consisting of a curative non-poisonous centre and a pressure removing ring, mounted on a strip of self-adhesive plaster. They are packed six complete sets in a hinged enamelled tin box. Show material of a very artistic character is supplied free with orders.

RETAIL
9d.
PER BOX



COST
5/-
PER DOZ.

One dozen on Card. Three dozen in Counter Box with half show material. Six dozen with full show material. One Gross with full show material and one dozen bonus.

BRITTON, MALCOLM & WAYMARK Ltd., 38 Southwark Bridge Rd., S.E.1

Big Cash Prizes FOR NEW-MIX Window Displays

NEW
MIX

CONDITIONS OF ENTRY

1. Window Display to be for a period of a fortnight.
2. Applications for window display material to be made on the printed form below before June 30th, 1928.
3. Orders for stock will be supplied (subject to the present 90 days' special bonus terms) before June 30th, 1928.
4. Display to commence at any time up to August 1st, 1928.

The First Prize of £100 will be awarded to the chemist making the best Window Display, to be decided from a photograph of the window to be supplied by the chemist. The decision of the Directors of Gilmont Products, Limited, to be final. Size of window does not necessarily mean a better window. A small window arranged in a meritorious and attractive manner will stand an equal chance of winning a prize.

The Second Prize of £50 will be awarded to the chemist with the next best Window Display.

Fill in the coupon NOW and give your New-Mix business an added impetus and win a cash prize as well.

COUPON

To GILMONT PRODUCTS, Ltd.,
35 CRUTCHED FRIARS, LONDON, E.C.3

Please send me Window Display Matter which I understand entitles me to compete in New-Mix Window Show Cash Prize competition. A two weeks' full—or half—Window Display will be made commencing.....

Name.....

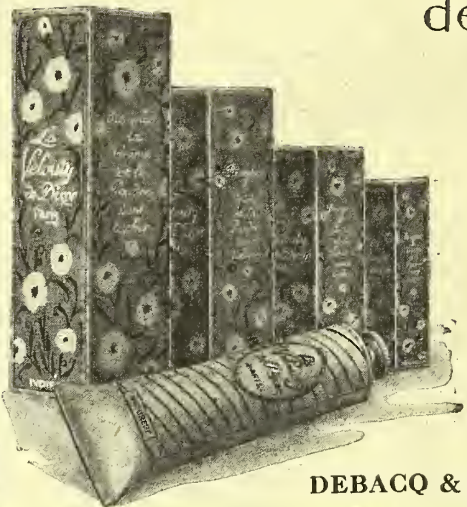
Address.....



The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

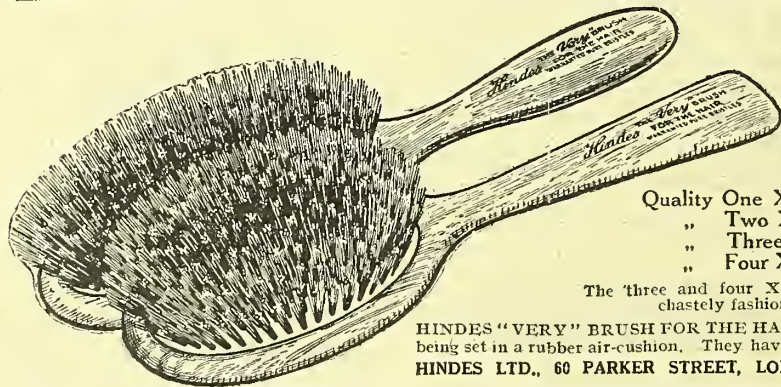
PRICES :—Full size pot -	21/- doz.	RETAIL	2/9
Super tube -	22/- "	"	3/-
Large tube -	14/- "	"	2/-
Medium tube	7/- "	"	1/-
Handbag tube	3/- "	"	6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the
Sole British Agents:

DEBACQ & HARROP, 68 Newman St., Oxford St., London, W.1



HINDES "VERY" HAIR BRUSH

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3%
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years.
HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM

"THE GLEAM OF YOUTH
ON EVERY TOOTH"



SEE
PRECEDING
PAGE.

GILMONT PRODUCTS, Ltd.
35 CRUTCHED FRIARS, LONDON, E.C.3

Maw's



Page

"Parex"

(REGD.)

Your own line of Toilet Preparations

"Parex" toilet preparations are made for the pharmacist who insists upon handing over his counter toilet preparations which he would not hesitate to use himself. Each of the many members of the series is made at our New Barnet factories from the purest ingredients. Each is packed in a tasteful manner, calculated to impart an air of quality to the product and have a strong influence on sales. Each "Parex" preparation yields a profit of 100% on cost.



The "Parex" series of toilet preparations includes:

Baby Powder	Shampoo Powder
Brilliantine	Hair Preparations
Toilet Paraffin	Vanishing Cream
Dental Cream	Skin Cream
Tooth Powder	Cold Cream
Solid Dentifrice	Lanoline
Dental Plate Soap	Lip Salve
Shaving Cream	Beauty Leaves
Talcum Powder	Poudre Compacte
Bath Powder	

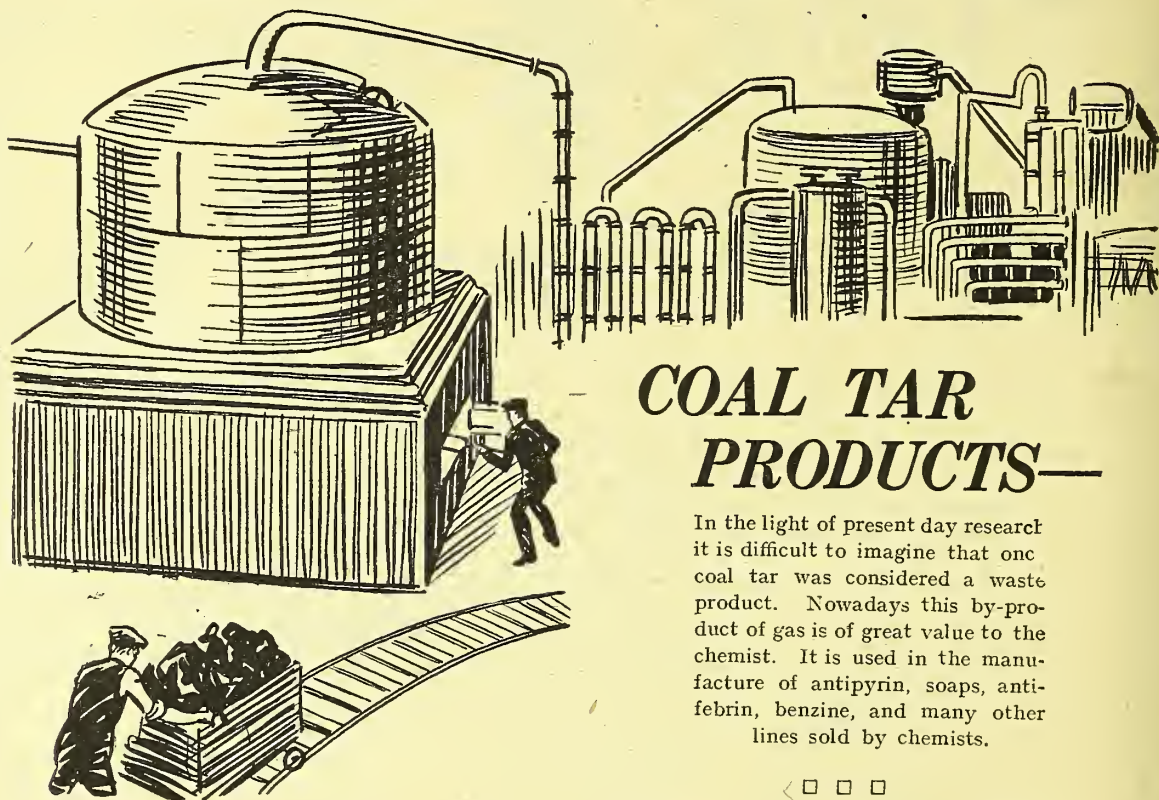
All these preparations are practically staple lines which no modern chemist would be without.

The "Parex" series is well worth your support. It gives you a range of high-class, tastefully presented toilet preparations earning a substantial profit.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



THE ROMANCE OF A CHEMIST'S SHOP



COAL TAR PRODUCTS—

In the light of present day research it is difficult to imagine that once coal tar was considered a waste product. Nowadays this by-product of gas is of great value to the chemist. It is used in the manufacture of antipyrin, soaps, anti-febrin, benzine, and many other lines sold by chemists.

< □ □ □

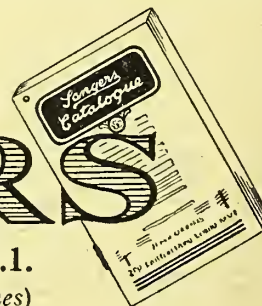
THE great ally of science is patience. It is the virtue which has wrested many a secret from nature and given humanity specifics to cure many ills. The busy retailer, however, cannot advise patience to a credulous customer. Instead, he wisely sends an urgent order to SANGERS—and is safe in telling the customer to call again later. This, the oldest House in the Trade, is to be definitely trusted to fill an order with reliability and speed. There is a copy of SANGERS Catalogue waiting for you. May we have your address?

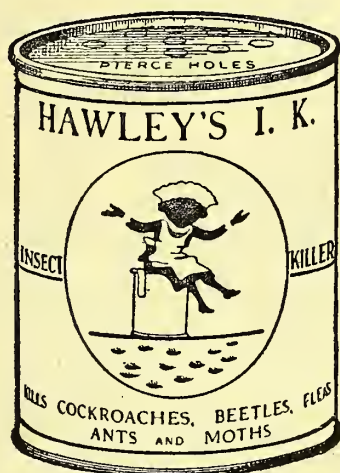
SANGERS

258 EUSTON ROAD - LONDON; N.W.1.

Telephone - - - - - Museum 5440 (15 lines)

Telegrams - - - - - Pharsalia, Phone, London





HAWLEY'S I.K.

The Safe and Sure Insecticide

Non-poisonous.

Clean in use.

Kills Beetles, Cockroaches, Ants, Moths, Flies, and Fleas.

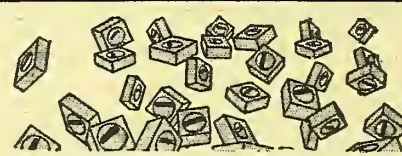
A £5 order secures 5% discount and also a Bonus of 13 to the dozen, which shows you a

PROFIT of OVER 70%

A generous supply of Show Material.

Evans'

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL & LONDON



Your Customers Are Waiting For More ZAM-BUK!



SEND FOR NEW WINDOW BILL

**TO BE DISPLAYED
FROM TO-DAY!**

Ask for it—buy from it
NOW!

The new
 issue of
 Ayrton's
 Dressings
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 contains
 an unique
 feature of the
 utmost worth to
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*Our guarantee of quality and
 adherence to specification continues
 until your customer has become
 a satisfied user.*

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 34 Hanover Street
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**AYRTON'S
 PRICE
 LIST**

**OF QUALITY DRESSINGS
 AND SURGICAL APPLIANCES**

AYRTON, SAUNDERS & CO. LTD.

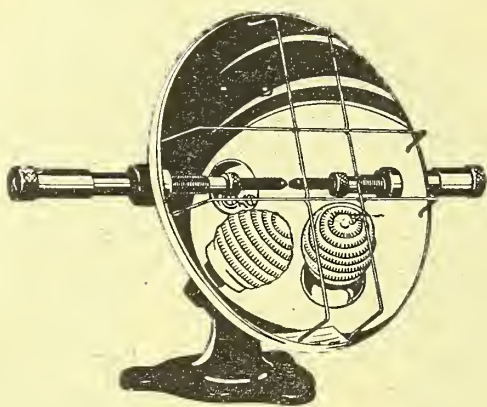
*Are you handling
this Big Profit line?*

The

'QUAIN' SUNLIGHT BATH

for Home Treatment

Produces Ultra-Violet Rays and
Infra-Red Rays of Great Intensity



SELLING PRICE

£5.10.0

COMPLETE

(including goggles, spare carbons, etc.), or
20/- down and five monthly instalments of
20/- (special order forms supplied for
deferred payments).

The Chemist has no responsibility for
collecting deferred payments.

27/6 clear **PROFIT** to you, on each
outfit sold (cash or deferred).

THE important part played by Ultra-Violet
Rays in preventing disease and producing
Vigorous Health—both physical and
mental—has created a big demand for a good
reliable **Sunbath for Home Use**, which is
simple, safe and efficient, yet reasonable in price.

The **QUAIN SUNLIGHT BATH** is the ideal
Sunbath for this purpose, and has the unique
feature that when switched off as a Sunbath,
instantly becomes a splendid heating radiator.

Every Chemist is recommended to obtain
at once a **Demonstration Outfit**.

The outfit is sent together with a supply of
literature, showcards, etc., on receipt of 20/-
deposit.

A little enterprise in demonstration, especially
in your Window, will enable you to sell 20,
30 or 40 outfits per week. The demand is
remarkably keen at present.

OUR PUBLICITY CAMPAIGN inviting
the Public to purchase from their local Chemists
commences in "DAILY MAIL" and other
newspapers on June 12th. Have your demon-
stration outfit ready.

Remember the Quain Sunbath is as valuable
in Summer as in Winter. Now is the time
to sell them.

Do Not Miss this Great Opportunity

Write To-Day to Sole Patentees and Manufacturers:

BRITISH QUAIN SUNLIGHT LTD.,
20-21 Laurence Pountney Lane, Cannon Street,
'Phone : City 8457. **LONDON, E.C.4**



The "CHEMISTS' OWN"

Make "Comi-Cartoons" work for you this season. These attractive booklets are ready to help your sales of the Chemists' Own Effervescent. Showcard, 50 Booklets with name and address, and Window Display (while available) with orders for 4 doz. bottles of "Mineral Spring."

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N1
ESTABLISHED 1797.

C/482

COPYRIGHT

★

Extract from:
THE PHARMACEUTICAL JOURNAL
July 10, 1926.

AUSTRALIAN SANDALWOOD OIL.—"Some correspondence has shown that this description of sandalwood oil derived from the wood of *Fusanus spicatus* is very largely used medicinally in Australia and other countries. The Committee are of opinion that a monograph on this oil might be inserted in the British Pharmaceutical Codex, so that oil of the quality required by the characters and tests could be ordered for use in Australia and wherever the appropriate authorities considered this variety of oil could usefully replace the more expensive kind obtained from *Santalum album*."

"PLAIMAIR"
SANDALWOOD OIL

has always conformed to the Characters
and Tests referred to above.

Distilled by
PLAIMAR LTD.

Perth, West Australia, from West Australian Sandalwood.

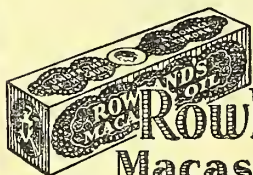
Samples, Price and analysis may be obtained from the European Agents, **MAXWELL, PLAISTOWE & CO., LTD.**
8 Old Jewry, London, E.C.2. Telephone: Central 5859. Cables: "Azucena, London."

Paris: Etablissements Plaistowe, 11 bis, Rue Volney.

★

For 135 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

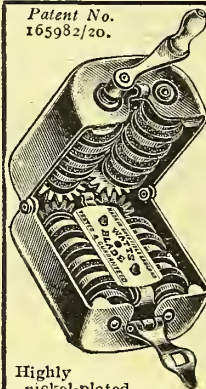


Of all Wholesalers.

Retail

Rowland's 3/6, 7/-
Macassar Oil & 10/6 P.A.T.A.
A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1
RMST

Patent No.
165982/20.



Highly
nickel-plated.

A REMARKABLE BRITISH INVENTION
THE

"SPIRO"
SAFETY RAZOR BLADE SHARPENER

Every user of the "Watts" Safety Razor Blades is a potential purchaser.

— STRONG AND SIMPLE —
No troublesome fixing. Drop blade on two pegs, close box, turn handle and — get a super-keen blade in a moment. —

Retails at 21/- each.

Suitable for any Gillette Type or Watts Auto Strip Type Blades.

Allowing 50% profit on cost for the dealer.

Sole Manufacturer:

JOHN WATTS, Lambert Works, SHEFFIELD.
London Office & Showroom:
18 Soho Square, W.1. 'Phone: Gerrard 1306

A NEW BATH SOAP FOR YOU!

R. F. WHITE
& Co., Limited

Victoria Station
House

LONDON, S.W.1

4-ounce Rounds. Assorted perfumes
packed in one dozen white enamel boxes.

Price **30/-**

Carriage paid on £2 orders.

2½% discount for cash in 14 days.

Free Cases.

A PRICE LIST OF OUR OTHER SOAPS ON REQUEST.

Specify

“Moorland”

when buying Aspirin Tablets

*The brand that you can safely
recommend to every customer*

If you want to increase your sales of Aspirin Tablets and retain the goodwill of your business—rely on Moorland Brand.

Since we introduced this branded and guaranteed Aspirin sales have increased enormously. This all goes to prove that the public, whilst being nervous about unbranded Aspirin Tablets, is quite ready and willing to take up a branded and guaranteed line sold to them at a fair and reasonable price.

The medical profession, too, are prescribing Moorland Brand, because they are perfectly accurate in manufacture and do not contain talc or other deleterious ingredients.

THEY ARE A GOOD LINE, AND A
VERY PROFITABLE ONE FOR YOU



Accept this profitable bonus offer.

Cost:—3 doz. 50's at 10/- doz., including 6 doz. 3d. size FREE	.. ..	£1 10 0
1½ „ 25's „ 5/- „ „ „ 1 „ „ „ FREE	.. ..	7 6
	Total Cost	£1 17 6
Sales:—3 doz. 50's at 1/3 each .. ..	.. ..	£2 5 0
1½ „ 25's „ 7½d. „ .. ..	.. ..	11 3
7 „ 3d. size, which we give you .. ..	.. ..	£1 1 0
	Total Sales	£3 17 3

YOUR COST £1-17-6 YOUR PROFIT £1-19-9

**Moorland Aspirin Tablets are the safe and
reliable brand for you and your customers**

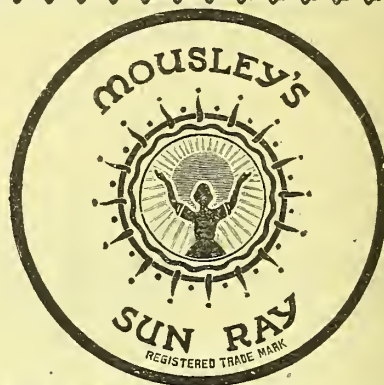
Display Outers & Showcards sent with every order

W. B. CARTWRIGHT LTD. RAWDON NEAR LEEDS

MOUSLEY

The Pioneer of Powder Puff Development.

We would specially draw the attention of our Pharmaceutical Friends to our latest Sun-Ray production—



"SUN-RAY PERFUME"

Made in Twelve Old English Perfumes, identical with the Powder supplied with our well-known Beaverpuffs and Lambpuffs. Write for special sample dozen packed in distinctive box for counter display.

RETAILS AT

1/- EACH

Usual discount and 3 Lambpuffs given with each box until further notice.

FRANK MOUSLEY Patentee & Manufacturer of Beaverpuff & Lambpuff, Also Fur Pad, Puffincase and Light Leather Goods.

LOWEST PRICE IN THE TRADE for Handkerchief, Bowl and Back Puffs of finest quality.

A representative will call on receipt of a post card.

Head Office and Factory: **WILDERNESS WORKS, SHEEN, LONDON, S.W.14**
Telephone: PROSPECT 4547. Code: 5th edition A.B.C. Telegrams: "MOUSLEY PROSPECT 4547."

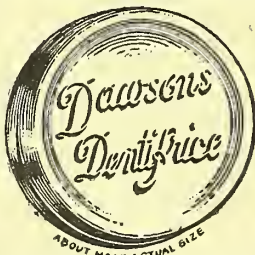
DAWSON'S DENTIFRICE

COST

3/-
doz.

SELLS

6d.



Profit

100%

on
Cost

IN ALUMINIUM TINS. 9d. size 4s. 6d. per doz.

FREER'S LYSOL SHAVING STICK,
FREER'S DENTAL CREAM,
and several other lines.

Carriage and Packing FREE. Monthly a/cs.
SPECIAL QUOTATIONS for WHOLESALERS,
SHIPPERS and LARGE BUYERS.
Write for Sample Tins.

FREER'S MFG. CO. LTD.

6/7 Norton Folgate, Bishopsgate,
London, E.C.

Phone: Bishopsgate 2209.



BETTER than EVER!

BIG PROFITS
QUICK SALES
GOOD STOCK
SELLS the Goods!

THE EDGE NONE CAN LIK'

Obtainable from all Leading Wholesalers.
Inquiries from Genuine Wholesalers only are Invited.

DEPT. C.D. "WANIE" DISTRIBUTORS:
c/o ROEBUCK'S Advertising Service
CRAVEN HOUSE - KINGSWAY, W.C.2

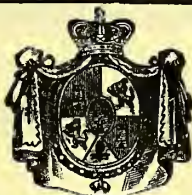
Sell every Man the NEW
DIMPLE-HEADED Shaving Brush!

CALYX

REGD. TRADE MARK.

157 STANSTEAD ROAD, LONDON, S.E.23

By Special
Appointment
to the



Spanish
Royal
Household.

BISHOP'S HYDROLETTES FOR OVERFATNESS

**A SAFE and SIMPLE METHOD of REDUCING WEIGHT
and RESTORING THE FIGURE.**

NO INCONVENIENCE
NO RESTRICTIONS
NO DIETING

NO EXERCISE
NO DISCOMFORT
NO SELF-DENIAL

This Treatment is as pleasant and convenient to take as it is successful. Chemists are advised to hold a small stock of BISHOP'S HYDROLETTES in order to meet the demand.

ATTRACTIVE SHOWCARDS will be sent for Window Display.

BISHOP'S HYDROLETTES are supplied in Cartons.

Retailing at **7/6** per Carton P.A.T.A.

Wholesale Price **66/-** per dozen subject.

ALFRED BISHOP, LTD.

MANUFACTURING CHEMISTS,

48 Spelman St., Mile End New Town, E.1



KOTEX Price Reduction

2/- PER BOX TO THE CUSTOMER

**Claim your Rebate
AT ONCE—
and see that you have
ample stocks to
meet the Big Demand**

SINCE the introduction of Kotex last

Autumn there has been such a popular reception of the line that we are now able to reduce the retail price to 2/- per box of one dozen. Kotex has not been altered in any way; the same high quality and unique features have been maintained.

A generally increased demand has made this new price possible. At the same time, there are retailers in some localities who have found sales slow at 2/6. They will be greatly benefited in their Kotex turnover by the new price level, which, naturally, will multiply the number of purchasers.

Claim your Rebate—if you have not already done so

We have arranged to rebate the trade by forwarding additional stocks. This rebate is at the rate of one box on every four—and applies to quantities of four or more boxes now held in stock.

The rebate makes the new price effective

without any loss on goods now held by you.

If you have not received our recent circular letter enclosing rebate card, please write at once for a Rebate Form to the address below.

No claims for rebate can be considered after June 15th.

Have you enough Kotex in stock?

We also suggest you order whatever quantities of Kotex you will require to meet the increased demand at the lower price.

You will, of course, get your full rebate whether you order any more Kotex or not.

KOTEX
PROTECTS—DEODORIZES

Effective JUNE 1st

KOTEX — The only Heavily Advertised Sanitary Pad in the World

New Display Material

Kotex is the *only* sanitary pad backed up by an extensive and continuous advertising campaign. All dealers stocking or ordering Kotex will receive a new price ticket for the counter, and a bill for their windows.

The regular Kotex display material—for window and counter—is still available and will be sent free on request.

Remember that hundreds of thousands of women who hesitated to buy Kotex at 2/6 will buy at 2/-

This means more sales—quicker turnover—bigger profits!

How to Get Your Profits

All you have to do to get your share of these profits is to get in ample stocks—and link up with our advertising by using the effective Kotex displays for window and counter.



New Price
Ticket.



Window
Bill.



KOTEX LTD.,
23, EAGLE ST.,
LONDON,
W.C.1.

KOTEX

PROTECTS—DEODORIZES

BOURJOIS

PARIS



free—

REPRESENTING
9/-EXTRA PROFIT
 on a **£5** parcel

Any of our many creations
 in Face Powder, Compact
 Powder and Vanishing
 Cream, in either "Ashes of
 Roses" or "Ashes of Violets"
 or both, may be selected.

PRESENT THE TRADE
WITH DAINTY CASKETS OF

Ashes of Roses

BOURJOIS - PARIS

POWDER & CREAM

To draw the attention of a still larger public to the exquisite quality and perfume of our Face Powders and Vanishing Creams we have designed a dainty Introductory Casket.

ONE DOZEN of these attractive Introductory Caskets of "Ashes of Roses" Face Powder and Vanishing Cream, selling at 9d. each, will be presented *free* to every retailer who undertakes to make at least one week's window display of the big range in this series and to purchase £5 worth of "Ashes of Roses" Face Powders and Creams for the purpose. Any assortment of these creations in Face Powders, Compact Powders and Vanishing Creams—also same lines in "Ashes of Violets"—may be selected.

Such will be the demand for these dainty Caskets that they will immediately be turned into Cash—showing a substantial additional profit on a small outlay and creating a still larger sale for the immensely popular standard sizes.

You know our lines—send your order now. The distribution of the Caskets will be strictly limited.

Retailers who adopt the scheme will have opportunity of purchasing further Caskets on an equitable rationing basis.

BOURJOIS et CIE, Ltd.

Water Lane, London, E.C.4.

NEW YORK

SYDNEY

WELLINGTON



are not
ure of the
nge avail-
send for
atalogue.

These THREE NEW ITEMS

*The Gladys Cooper Line is now
the most complete and up-to-date*

LIP SALVE



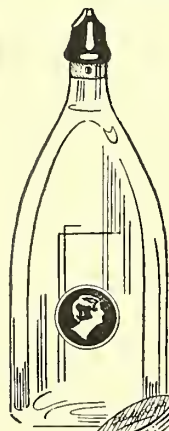
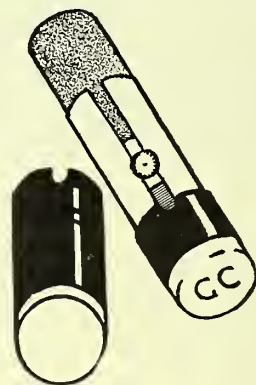
A unique square Lip Salve in black dorcassine with monogram in white. We are well assured by the favour with which the advanced design has been received that the sales will be considerable. The box contains a mirror in the lid. The Lip Salve is in two shades, light for evening wear and dark for day use.

To be retailed at 3/6. (Usual Trade Terms.)

LIP STICK—new large size

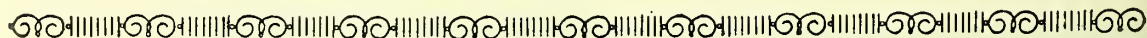
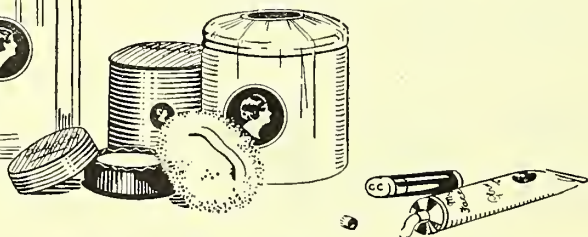
The New Lip Stick containing more than double the quantity of cosmetic than the 2/6 size is now ready for the market. This Lip Stick is carried out in the same design as the old one except that the case is round instead of oval.

To be retailed at 3/- (Usual Trade Terms.)



BLUSH ROUGE REFILLS FOR THE NEW SIFTER BOX.

Blush Rouge Refills to retail at 1/6. This is in our well known grey box with the signature on the lid. As you are aware by your sales the Blush Rouge is one of our best selling lines, and the packing of this in the new sifter box necessitates the sale of a refill.

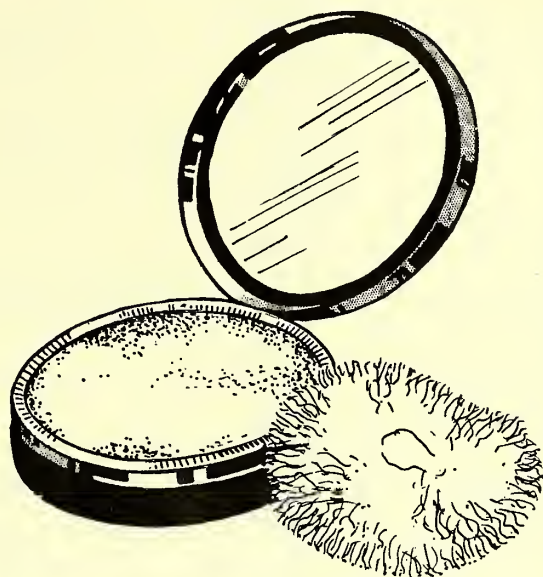


—will increase your sales

SIFTER POWDER BOX

A very attractive black oxidised box for powder, the top bearing the monogram G.C. in white. It contains a mirror and swansdown puff and the method of refilling is extremely simple. All the usual three shades of powder, as also the blush rouge, will be packed and any quantity will be supplied.

To be retailed at 3/6, (Usual Trade Terms.)



The Remainder of the Line

MY FACE CREAM is an absolutely pure cleansing cream and a skin food as well; in 3/6 pots for general use, as well as larger sizes, and in 1/- collapsible tubes for travelling.

MY LIQUID DAY CREAM as well as being a perfect foundation for powder, is a great protection to the skin against the sun and wind. Like my face powder it imparts that natural honey look to the skin; at 4/6 and 7/6, also in small sizes at 2/-.

MY FACE POWDER is extremely fine and adds a natural expression to the face; made in Incarnat, Medium Rachel and Pale Rachel, 2/6 and 4/6 boxes and in Cardboard Sifter Puff Boxes, 1/6.

MY OWN SHAMPOO, Henna or Camomile, at 6d. packet, will bring out the natural colours and restore the sheen to the hair.

BLUSH ROUGE in cardboard sifter boxes with puff, 1/6.

ROSE BALM is a refreshing tonic for the skin, 3/6 and 6/6.

ASTRINGENT LOTION. 10/6 and 5/6. Small size, for travelling, 3/-.

(Usual Trade Terms.)

The Gladys Cooper
Preparations are
Nationally Advertised.

10 BRUTON STREET,
BOND STREET,
W.1

BCM/GENERALADS.

TELEPHONE—MAYFAIR 1338.



THE OUTLOOK

Notes on
the Future of the
Drug, Chemical and
Allied Industries



**FIRMS WITH CHEMISTS' GOODS TO
SELL SHOULD MAKE A POINT OF SEEING THE
LATEST "C. & D." BOOKLET**

SEND FOR A FREE COPY TO-DAY.

THE CHEMIST & DRUGGIST, 42 CANNON STREET, LONDON, E.C.4

It pays you to have a word with the
Travellers from

J. E. ELLIS, LTD.

HORSFORTH, LEEDS,

and 74 New Oxford Street, London, W.C.1

(Managing Director, J. E. ELLIS, M.P.S.)

BECAUSE YOU can always QUICKLY TURN OVER A STOCK OF

ZENOBI

**Sister Laura's
Food**

Harlequin

BEAUTY PRODUCTS

DAISY

"NO SHELF WARMERS."

Jack Ellis says: "Some years ago I adopted this slogan for our business. All the lines we own, or handle as the sole distributing agents, are designed not so much to displace existing business as to bring new trade to your counter. I feel I can help you to make more profits and quicker profits. The goods that won't do that, are not allowed in an Ellis salesman's bag."

"Many retailers will recall that we have even warned them when, from temporary causes, certain of my lines were sticking. We believe in frankness. We believe, too, in putting the greatest push and the highest possible merit into our lines. We believe in giving value to the public; whereby we please

the consumer and also please the retailer with the quick repeats.

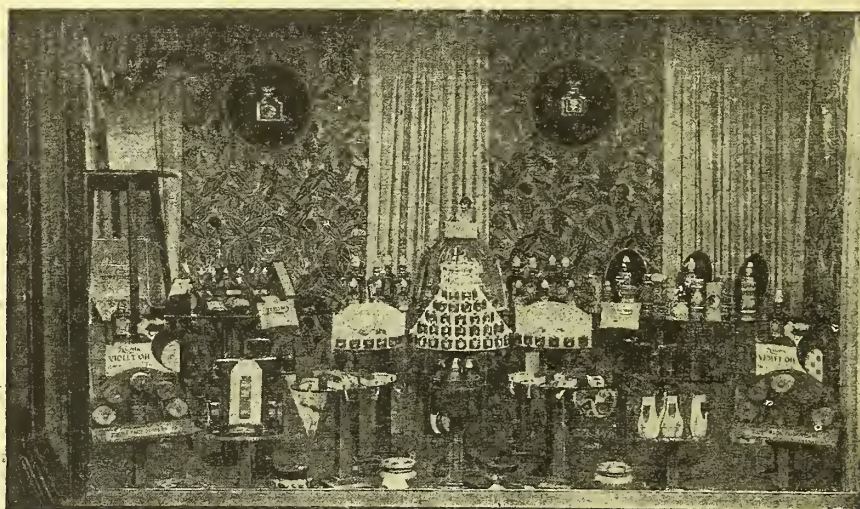
"My sure feeling is that so long as I only offer lines that are readily turned into cash—lines that have a real selling idea behind them, which gets them off your shelves quickly—then it is bound to pay a chemist to give my salesmen a few minutes of his valuable time. They have a message which no other traveller can present.

"We want to work with you on the basis of quick turnover and 'No shelf warmers.' Trust us for that! That is the fundamental policy of the J. E. Ellis organisation. Now please read my heart-to-heart talks in the following pages."

ZENOBIA

TRUE FLOWER PERFUMES.

The Line that Responds to Co-operation



THIS SIMPLE YET ARTISTIC WINDOW
SOLD 20 DOZEN PERFUMES IN 14 DAYS.

The fragrance of fresh gathered flowers is an appeal irresistible. In the Spring it reminds of sunny days to come. In the heat of Summer it is cool and refreshing. In the Autumn it survives the fading of the flowers. On a cold Winter's day it is a breath of sunshine and of Spring.

JACK ELLIS says:—

“Zenobia is just the sort of line which will attract new turnover. By appealing to a woman's inherent love of flowers you can bring into your own till money which she would ordinarily spend perhaps on chocolates, in amusement or in other channels in which you have no interest.

“A woman just loves flowers—she loves to be amongst them and to handle them, and it is by appealing to this peculiar trait of woman's nature that makes your Zenobia display so responsive. Just as she will, if her means allow, buy flowers at all times of the year, so she will buy from you genuine flower odours at all seasons.

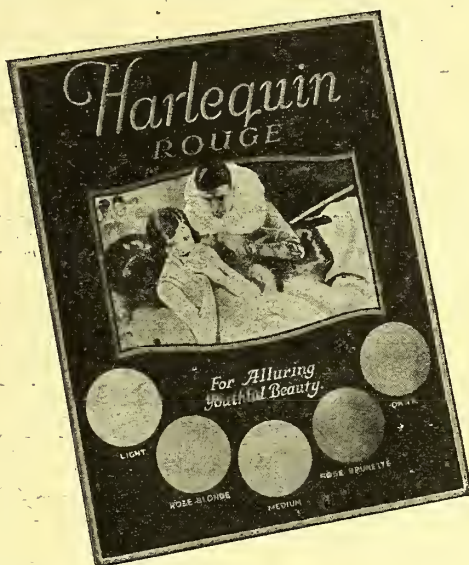
“A bottle of fancy perfume might be an occasional extravagance at certain times of the year—but flower perfumes are different. And what wonderful reproductions Zenobia perfumes are. They are more than just perfumes—they *live*.”

Sole Selling Agents for Great Britain and Ireland:

J. E. ELLIS LTD., Horsforth, LEEDS
and 74 New Oxford Street, London, W.C.1

Harlequin

BEAUTY PRODUCTS



JACK ELLIS says :

HARLEQUIN LIP STICKS.

"I doubt whether a retailer can use a few inches of counter space to better advantage to himself than by displaying a rack of Harlequin Lip Sticks. These artistic metal display racks certainly do sell lip sticks. The quality of the goods, too, is unapproachable. Just the right consistency, just the correct shade that is so popular here to-day as it is in both Paris and New York—and a popular price too at 1/3.

"Those thousands of retailers who have in the past co-operated with me to sell more lip sticks, will find in Harlequin many cute ideas—some old and proven, others new but nevertheless ingenious, which will help them to sell more lip sticks than ever. Get a good stock of Harlequin and so be on the crest of a new wave of fashion.

NOTE.—The Harlequin proposition has this distinction. It is created to fill the newly-developing habit, among the fair sex, of using high quality lip sticks and high quality rouge. It indicates absolutely new turnover for you to go out for. Meet the present vogue by displaying these dainty Harlequin cards on your counter. The goods will practically sell themselves; and as they are of super-quality, the repeats are sure to come—and come quickly.

HARLEQUIN ROUGE.

"During my several years' association with the toilet business, I have examined, I believe, every known make of rouge, but I have never seen such a perfect product as Harlequin Rouge. Its velvety smoothness, the way it readily works up on the puff without a trace of crumble, its exquisite fineness, and most of all its soft natural colouring, make it easy to apply and most natural in effect.

"The beautiful combined display rack and Shade Chart makes ready sales and also serves the useful purpose of showing the comprehensive range of **FIVE SHADES AT A GLANCE.**

Harlequin Rouge is sold in dainty matte gilt cases which retail at 2/6. Refills are also obtainable at 1/6 each retail."

Sole Selling Agents in Great Britain and Ireland :

J. E. ELLIS LTD., Horsforth, LEEDS
and 74 New Oxford Street, London, W.C.1

Sister Laura's Food

The Most Consistently Successful INFANT FOOD

SOLD THROUGH CHEMISTS ONLY

JACK ELLIS says :—

“ It is refreshing at a period of falling birth rate, of general slump in the sale of infant and invalid foods, to handle a line which is regularly and consistently progressive.

“ During the several years Sister Laura's Food has been on the market, its sales have never shown a decline. Year by year the sales have rapidly increased. Actually this year the sales are no less than 50 per cent. higher than during the same period last year.

“ This happy state of affairs has been brought about (1) by the sterling merit of the product itself ; (2) by the very ready response of the medical and nursing professions to intensive propaganda ; (3) by the increasing number of pharmacists who have helped to bring this most excellent food to the notice of their customers.

“ Sister Laura's Food has always been regarded by the medical and nursing professions as being the one food to use when everything else fails. Because Sister Laura's consistently succeeds when other foods prove unsuitable, I believe this wonderful product is the baby food of the future.

“ It is sound business to back a proposition which year by year is consistently progressive. It is equally sound to recommend a product which will bring 100 per cent. satisfaction amongst your customers. The manufacturers, too, are active and progressive and are supporting you all the time with advertising and sales promoting propaganda.”

Sole Selling Agents in England and Ireland :

J. E. ELLIS LTD., Horsforth, LEEDS
and 74 New Oxford Street, London, W.C.1



The Safe Head & Nerve Remedy

"OLD LAWNS ARE BEST."

"But," says Jack Ellis, "the old adage which extols the virtue of old age for the perfection of lawns and the maturing of good wine might have been extended to include businesses.

"A product like Daisy which has enjoyed an enormous demand for over thirty years, and is to-day more popular than ever it was, must be a thoroughly good and reliable article. But more than that the very age of the proposition gives it a fundamental soundness. Like an old oak it weathers every storm. Aspirin ramps leave it undisturbed, its sale steadily goes on, day in and day out, just as it always has done for the past thirty years. Daisy is a national institution, it is the standby in hundreds of thousands of homes, just as it was a generation ago.

"Daisy is advertised in many of our greatest national newspapers and magazines, and in most of the best provincial newspapers in Great Britain and Ireland. Every retailer can be assured that his district is amply covered with Daisy advertising.

"Many retailers keep a Display Box of Daisy on their counter. This is an excellent plan and is the way to give the big Daisy advertising a chance of helping your own business."

TERMS :—Daisy is packed in convenient display boxes especially designed to make a quick counter demand. Each box contains half a gross powders. P.A.T.A. price, 16s. per gross powders; 11½d. boxes, each containing six powders, 8s. 7½d. per dozen boxes.

Sell more Daisy. Put a display box on your counter to-day.

Sole Distributing Agents :

J. E. ELLIS LTD., Horsforth, LEEDS
and 74 New Oxford Street, London, W.C.1

"Wimaco" Specialities, British and Best.
MONARCH SEAL QUININE PESSARIES—Full Strength Guaranteed
 INSIST ON WIMACO MONARCH SEAL BRAND (Regd.). THERE IS NO SUBSTITUTE FOR WIMACO.
WINCHESTER MANUFACTURING CO., LTD., ISLEWORTH, MIDDLESEX

FRED^K. FINK & CO.

10 & 11 MINCING LANE, LONDON, E.C.3.

TEL.: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or
 Finely Powdered. :: SHELLACS ALL GRADES.

Applications INVITED from WHOLESALERS
 to act as SOLE TERRITORIAL AGENTS for

BAU OLIVE OIL

which is guaranteed to be PURE VIRGIN QUALITY.

Write **THE BAU AGENCY**

7 LANCASTER PLACE, STRAND, LONDON, W.C.2



SHADEINE

For COLOURING GREY HAIR

This popular article is largely advertised

and stocked by all Wholesale Houses.

Trial size 8d. per doz. 6/-

1/4 size, per doz. 12/-

2/6 size, per doz. 24/-

3/9 size, per doz. 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2.



GREY HAIRS

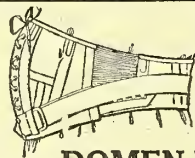
appear just here.

TOUCH THEM UP WITH

TATCHO-TONE

and they will instantly recover their
 natural shade. Medical Guaranty with
 each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2



"DOMEN" BELTS

SINGLE BELT SUPPLIED.

All sizes in stock ready for delivery per
 return. List and Terms on application.
 Catalogues supplied free for distribution.

DOMEN BELTS CO. Ltd. 456 STRAND,
 London, W.C.2

"YEAST FOR VITAMIN B."

Yeast specially prepared for medicinal
 purposes.

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
 WARREN WORKS, PUDSEY, LEEDS.

For PILES there is nothing to equal THE DONOVAN PATENTED INSTRUMENT

The only instrument with a reservoir for Healing Balm.

PRICE 60/- per doz.: 7/6 Retail. Protected.

Sole Distributors to Wholesale and Retail Chemists
 in Great Britain and Ireland:

MACLEANS LTD., Park Royal, LONDON, N.W. 10.

Manufacturers: **DONOVAN SURGICAL CO.,** 306 Romford Rd., E.7.

FOREIGN AGENCIES AVAILABLE.



RUBBER GOODS ALL KINDS
TEATS ENEMES &c.
THE LONDON RUBBER CO.
 125
 ALDERSGATE STREET
 LONDON E.C.1
 PHONE CITY 6246 TELEGRAMS: RUBBERLARD, PHOENIX LONDON

Photographic Dealers sell Plavac Film
 and enjoy the most generous Discount Terms
 allowed to the Trade whilst supplying a Film
 which will give all round satisfaction.

RECOGNISED DEALERS ONLY SUPPLIED

Address orders **R.E. CARTER, 122, Wigmore St.,**
 and enquiries **SOLE AGENT W.1.**

CHEMISTS' SHOP FITTINGS

First-class Material and Workmanship.

Also **SECOND-HAND FITTINGS**—varied range.

RUDDUCK & CO., 219 OLD ST., LONDON, E.C.1

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's
 Ailments is advertised so extensively in the daily
 and weekly Press as to bring mothers to the
 retailer without effort on his part.

The selling has been done before the mother
 reaches the chemist, and, having supplied her, it
 is only common sense to claim she will buy other
 family necessities from him. Moreover, the con-
 tinuous demand for it produces a quick turnover.

For Direct Terms apply to—

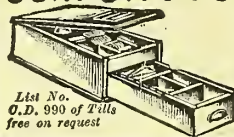
OSCAR SCRUTON & CO., YORK

SENT ON 14 DAYS APPROVAL

upon receipt of cash or two wholesale trade
 references. "LITTLE BRILLIANT" TILL
 improved 16 x 8 1/2 x 6 ins.
 mahogany, highly polished, lock
 to lid and drawer, warning bell,
 secret catch and check action.

32/-

List No.
 O.D. 990 of Tills
 free on request



Coils 2 1/2 ins. wide 4/- doz.
DUDLEY & COMPANY, LTD.
 558-576, Holloway Road, London, N.7.

THE CHEMIST'S MONOPOLY—

P.P.T. PY-SHAN POINTS TEA

SECURES YOU REGULAR CUSTOMERS

5d. per lb. PROFIT or 7d. per lb.
 when cash accompanies order.

THOS. CHRISTY & CO., 4/12 Old Swan Lane, E.C.4



Lorimer-Marshall Ltd.



FOR

PACKED GOODS FOR SUMMER TRADE

Sure Sales and Handsome Profits

The Original House for Chemists'
own name Packed Goods

Packers of Proprietaries to the trade

*Your Enquiries will receive our Prompt
Attention.*

LORIMER-MARSHALL, LTD.
12 TOWER HILL, LONDON, E.C.3



Sales Increasing Everywhere!

More women than ever before are buying Snowfire Cream. The reason is obvious. They find it every bit as good for improving and beautifying the complexion as the more expensive preparations—but at a much lower price. Hence its increasing sales. And, remember, consistent advertising is helping to claim new users every day. A good sound line, which means quick sales and rapid turnover.

Snowfire CREAM

Sold in handsome opal jars and neat aluminium containers and retails at 1/3 and 3d. respectively.

F. W. HAMPSHIRE
& Co. (1927), Ltd.
Riverside Works,
DERBY.



WINX

THE HARMLESS WATERPROOF EYELASH DARKENER
IN BLACK OR BROWN

Per 26/- dozen. Retail 3/3 each

CREAM

WINX

FOR THE LASHES AND EYEBROWS
IN BLACK OR BROWN

Per 26/- dozen. Retail 3/3 each

CAKE

WINX

COSMETIC FOR DARKENING
IN BLACK OR BROWN

Per 26/- dozen. Retail 3/3 each

PERT

THE WATERPROOF ROUGE

Per 26/- dozen. Retail 3/3 each

MADE BY THE ROSS CO., NEW YORK.

Sole Distributing Agents:
OSBORNE, GARRETT & CO., LTD.
London, Birmingham and Glasgow.

NOW for 3 months CHEMISTS CAN GET OVER 63% MORE PROFIT



Here are these special three months' terms in full: On orders under $\frac{1}{2}$ -gross there is no change from the usual terms of $\frac{8}{4}$ a dozen, but

(1) With every $\frac{1}{2}$ -gross of Johnson's Baby Powder ordered at a time you get 1 dozen extra tins free. Thus you pay 50/- and sell for 84/-, making 34/- profit or 12/- more than you would make on 6 dozen bought on small order terms. That is equivalent to 54.5 % more profit per tin.

(2) With every gross ordered at one time, you get the price reduced from $\frac{8}{4}$ to 8/- a dozen, and 2 dozen extra tins thrown in free. You pay 96/-, sell for 168/-, and make a profit of 72/-, or 28/- more than you would make on 12 dozen bought on small order terms. That is equivalent to 63.6 % more profit per tin.

You earn these extra profits without any extra trouble to yourself. There are only three simple conditions for you to fulfil: (1) Each gross or

FREE TINS for JUNE 1ST to

ON EVERY TIN of Johnson's BABY POWDER they buy

gross must be
ordered all at one
time; (2) each
order for a gross
or $\frac{1}{2}$ -gross must

reach us by August 31; and (3) we ask you to
exhibit the Johnson's Baby Powder window
display for not less than 6 successive days at some
time between June 1 and August 31 this year.

After August 31, we definitely revert to the terms
in force previously to June 1.

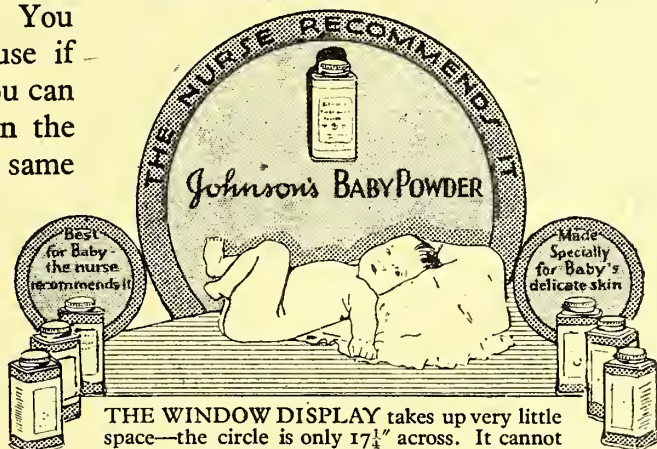
Orders subject to the special "Free Tins for 3
Months" terms should be sent in on the order
forms specially printed for the purpose. You
are advised to write for them now, because if
you qualify for the special terms quickly you can
easily sell out your $\frac{1}{2}$ -gross or gross within the
three months and order again on the same
advantageous terms.

3 MONTHS AUGUST 31ST

72/- profit instead of 44/-
on a gross

34/- profit instead of 22/-
on a half-gross

on the simple condition that they
exhibit the Johnson's Baby Powder
window display (shown below) for not
less than a week between now and
the end of August.



THE WINDOW DISPLAY takes up very little
space—the circle is only 17 $\frac{1}{4}$ " across. It cannot
fail to attract favourable attention to your
windows and bring you new customers for
Johnson's Baby Powder.

JOHNSON & JOHNSON (GT. BRITAIN) LTD., SLOUGH & LONDON

COUNTER ADJUNCTS

AND

TOILET REQUISITES

CUSTOMER'S NAME AND
ADDRESS PRINTED ON
ORDERS OF THREE DOZEN
OF ONE KIND OR ASSORTED
LINES.

WE SHALL BE PLEASED TO
FORWARD SPECIMEN OF ANY
LABEL OR CARTON ON
REQUEST.

*We Solicit your kind enquiries
for any or every packed line
necessary to a Chemist's Business.*

The House for Packed Goods,
Patents, Sundries, etc.

William Edwards & Sons

14-18 Nile Street, City Road,

LONDON, N.1.

DEARBORN (1923) LTD.

37 Gray's Inn Road London, W.C.1

Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A.
PILENTA SOAP	10/-	1/-
A complexion soap.		
PROLACTUM	10/-	1/-
For the lips.		
PARSIDIUM JELLY	10/-	1/-
For wrinkles.		
ALLACITE OF ORANGE BLOSSOM	22/6	2/6
A dressing cream.		
BORANIUM	22/6	2/6
A hair tonic.		
CLEMINITE	22/6	2/6
For a face lotion.		
COLLIANDUM	22/6	2/6
For a face tint.		
PERGOL	22/6	2/6
A deodorant.		
TEKKO PASTE	22/6	2/6
Camphor cream.		
STALLAX	13/6	1/6
For a shampoo.		
JETTALINE	22/6	2/6
For clearing the skin.		
PHEMINOL	31/6	3/6
A depilatory.		
MENNALINE	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX	18/-	2/-
A face cream.		
STYMOL	31/6	3/6
For oily complexions and blackheads.		
SILMERINE	36/-	4/-
Hair-curling fluid.		
BARSYDE	22/6	2/6
Dandruff eradicator.		
TAMMALITE	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM	22/6	2/6
For whitening the hands.		
COCONOIDS	31/6	3/6
For figure development.		
SIPOLITE	18/-	2/-
A new depilatory.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES	36/-	4/-
For obesity.		
SOFT PALERIUM	45/-	5/-
For wrinkles.		
LIQUID NAIL POLISH	10/-	1/-
Brilliant and lasting.		

Stocked by ALL Wholesale Houses.

FOREIGN AND COLONIAL DEPOTS AND AGENCIES.

South Africa: LENNON, LTD., Cape Town, etc.
SIVE BROS. & KARNOVSKY, LTD., Johannesburg
India: FRAMJEE & SON, Bombay.
A. L. CHOUDRY, Calcutta.
New Zealand: SHARLAND & CO., Auckland and Wellington
Holland: N. V. v/h HENRI SANDERS, Amsterdam.
Denmark: KARL SCHULTZ & CO., Copenhagen.
Sweden: ENEQUIST HOLME & CO., A/B, Stockholm.
Irish Free State: MAY, ROBERTS & CO., LTD., Dublin.

PATENT FOODS

SPECIAL FOODS DEVISED. ENQUIRIES INVITED.

George King & Co., Ltd., Sycamore St., London, E.C.1

Phone: Clerkenwell 3383.

Wires: "Foodokings, Barb, London."

IN TINS OR TONS

CAPPING SKINS

WHITE & COLOURED
SPLIT SKINS

ARTHUR TOOMBS & CO.

26/27 Bush Lane, Cannon Street, London, E.C.4.

Tel. No. CITY 6601

OPAQUE & TRANS-
PARENT BAUDRUCHE

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopoeia.

(Wholesale only)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

STAMBOIS STROPPERS

Retail at **2/6**
SELL AT SIGHT.

Good Profits.

Unequalled for
Value and Quality.

MODELS FOR

GILLETTE,
EVER-READY
AND
AUTO-STROP



20/-
per doz.

3 dozen lots

19/-

6 dozen lots

18/-

Carriage Paid.

Coloured Showcards
sent FREE.

GILLETTE	27/9	27/3	26/10	Nett
	per box	10 box lots	50 box lots	Cash

EVER-READY BLADES, 5's and 10's, 26/6 Box.
Sporting Offers: 12 British Blades
and Ever-Ready Razor at the price of 10 Blades only, 27/-
per dozen. 5-dozen lots at 26/6 per dozen.

VALET 1 Box at 36/-
3 bxs, 5's at 34/3
For Razors and ACCESSORIES
send for Special List.

SOUPLEX - 19/- Box
MYATT - 16/8 Box

ROLLS RAZORS

TWINPLEX

All Prices Nett.

Post Paid.

Send for Price List.

DARWIN For Gillette, Valet,
and Ever-Ready.
29/3 per Box.

3/- for 10 pkt. 1/6 for 5 pkt.

WANIE or **Nieso**, 10/6 Box
ECLIPSE - 21/9 Box

IMPERIAL MODEL, 19/3

21/- **IMPERIAL No. 2**, 14/9

12/6 Model, 8/9; 21/- Model, 14/9

Write for particulars of Bonus Offer.

S T A M B O I S
7 CHARTERHOUSE BUILDINGS,
LONDON, E.C.1, and Branches

LARGEST SALES

Eureka

WEED KILLER

The
CHEMISTS' Favourite Brand.

Sales through Agents' not direct.

Advertising matter for window display

supplied, also counter
bills, booklets,
etc.



WRITE FOR
PRICE LIST
AND TERMS

'Grams: "Tomlinson, Lincoln."

Telephone No. 108.

TOMLINSON & HAYWARD, LTD.
51 Newland, LINCOLN.

Don't Compare the FIRST Profit!



The biggest chemists in England link their reputation to ours. *Link your reputation to ours* and our advertising and display matter. The latter is yours for the asking.

Pocket	Shingle	Universal	Junior
3/6	4/9	5/9	7/6
Popular	Standard	Extra	
10/6	15/-	18/6	

For particulars of generous trade discounts write to your wholesaler.

You know that regular sales and repeat orders are the backbone of your business.

Certain brushes may show you a long profit on the first sale, but what else? And it will probably be only a very occasional sale because there is nothing special about the brush to create regular customers for you. Whereas there is no argument about stocking and selling the 'MASON PEARSON.'

The following facts are irrefutable:—

The 'MASON PEARSON' is the only RUBBER CUSHION BRUSH ON THE MARKET WHICH WAS INVENTED AND PATENTED by MASON PEARSON in 1885.

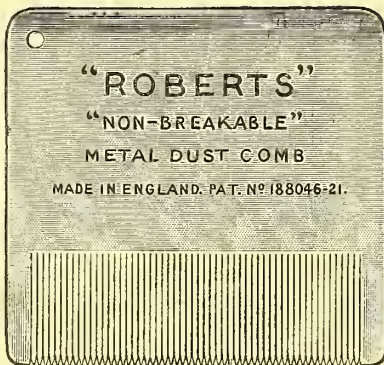
Since then there have been inferior imitations which try to give the impression that they also were in existence 40 years ago. This is not correct. THE 'MASON PEARSON' WAS THE ORIGINAL AND IS STILL THE BEST.

The 'Mason Pearson' during these 40 years has built up a reputation for unequalled quality. It is this reputation which makes it so easy for you to sell 'Mason Pearson' Brushes. The 'Mason Pearson' is the brush they buy regularly because one satisfied purchaser recommends it to many friends.

This is how the 'Mason Pearson' brings constant business, which shows you a hundred times more profit at the end of the year than the spasmodic profit you may make on inferior brushes.

MASON PEARSON

HAIR BRUSH



For
**SCURF,
NITS, Etc.,**

STOCK and SELL
the "Roberts Comb."
Highly recommended
by the

Ministry of Health.

Retail 1/6 each.
Wholesale 12/- doz.

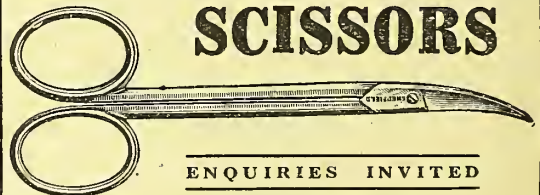
Each Comb in an
envelope. Half dozen
Combs in a box.

Of all Wholesalers.
(Showcards available.)

Sole Manufacturers:

SACKERS,

13 Blackstock Road,
London, N.4.



GILL, HERBERT & CO., Ltd.

CUTLERY MANUFACTURERS,

Wheeldon Street, SHEFFIELD

GOLD MEDAL

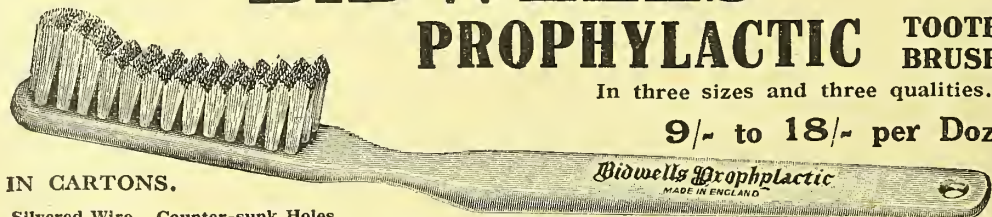
BIDWELLS'

Estab. 1839

PROPHYLACTIC TOOTH BRUSH

In three sizes and three qualities.

9/- to 18/- per Doz.



IN CARTONS.

Silvered Wire. Counter-sunk Holes.

Castle Mills, Axminster

POTTER & CLARKE

Manufacturing
Chemists

The Sign of
The Winged Lion



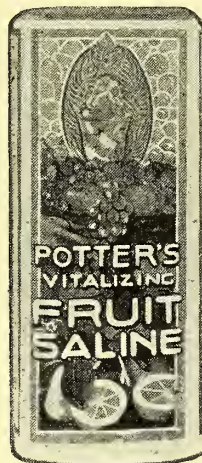
Registered
Trade Mark

Drugs LIMITED
Merchants

POTTER'S *Vitalising* FRUIT SALINE

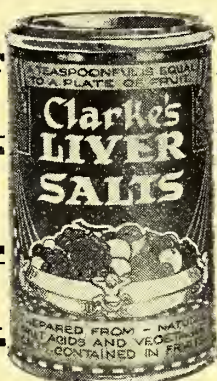
This preparation provides an all-the-year-round best seller. Prepared with natural fruit acids and vegetable salts and guaranteed free from sugar, Epsom Salts and Glauber Salts.

Well turned out in an attractive colour wrapper, it makes an immediate public appeal.

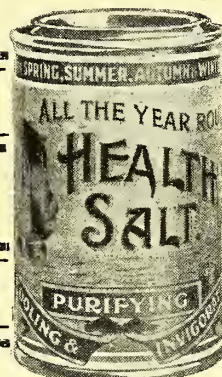


8 oz. bottles
(retail 1/9)
13/- - doz.
4 oz. bottles
(retail 1/3)
8/6 - doz.

Attractive show
matter with all
orders.



LIVER SALTS



HEALTH SALT

4 oz. tins - 5/- doz.
3 doz. lots - 4/9 doz.
1 gross lots - 4/6 doz.

Handsome Showcard
with all orders.

4 oz. tins - 4/9 doz.
Gross lots - 4/3 doz.
1/- bots. (4 oz.) 7/6 doz.
1/6 „ (8 oz.) 12/- doz.

Phones
Bishopsgate,
1033, 1034, 1035.

Potter and



Clarke Ltd.

Grams
Horehound,
Phone London

60-64 ARTILLERY LANE, LONDON, E.1.
MANCHESTER: 24 Luna St., Gt. ANCOATS.

SASSO OLIVE OIL



Points of interest to the trade

1. Messrs. P. Sasso & Figli, Oneglia, Italy are the largest producers of Olive Oil in existence and have an unsurpassed reputation for quality in every Olive Oil consuming country in the world.
2. Messrs. Sasso produce nothing but Olive Oil and the entire energies of this firm are concentrated in supplying their customers with the finest Olive Oil packed in the best possible manner at the lowest price. This is the reason for the unvarying high quality and reputation of "Sasso" Olive Oil. The fact that sales last year amounted to 27,000 tons speaks for itself.
3. It is extensively advertised in all the leading papers throughout the United Kingdom.

Write for price list and samples and you will see that it is in your own interests to sell "Sasso" Olive Oil.

Producers :

P. SASSO & FIGLI
ONEGLIA, ITALY

Sole Distributors for the United Kingdom :

FREDK. BOEHM LTD.

17 Jewry St., London, E.C.3



The Mosquito Pest

A display of 'SKETOFAK' will remind your customers that they can protect themselves against the attacks of mosquitoes or other insects. It will attract tennis players, golfers, boy scouts and girl guides, campers, river enthusiasts and many others.

To those who have been bitten, 'SKETOFAK' gives prompt and effective relief.

Protection and Relief

TRADE
MARK

'SKETOFAK'

BRAND

AROMATIC CREAM

The Mosquito Cream with the B. W. & Co. quality

Collapsible tubes at 12/6 per doz. (subject)

This attractive Screen can be made the centre of an effective display. The space it occupies is approximately 11 in. high, 6 in. deep, and 23 in. wide.

Send a post card for
'Sketofax' Screen
No. 068



BURROUGHS WELLCOME & CO., LONDON

Address for communications: SNOW HILL BUILDINGS, E.C.1

Exhibition Room: 54, Wigmore Street, W.1

Associated Houses: NEW YORK
BOMBAY

MONTREAL
SHANGHAI

SYDNEY CAPE TOWN
BUENOS AIRES

MILAN



THE BRITISH DRUG HOUSES

LIMITED

EFFERVESCENTS

SALINAX

THE PREMIER EFFERVESCENT SALINE

"SQUIRREL" CARLSBAD SALT

BUXTON LIVER SALT

Special Terms for Quantities with Display.

CITRATE OF MAGNESIA

HEALTH SALT

SALINES

SEIDLITZ POWDERS

Supplied in bulk or packed ready for retail.

Ask for Quotations for Season's Supplies.

NOTE.—All the chemicals used in the manufacture of these products are guaranteed "Pure for Pharmaceutical Purposes," and conform to our stringent specifications for purity.

GRAHAM STREET, CITY ROAD, LONDON, N1



A WEEKLY JOURNAL OF PHARMACY AND OF THE CHEMICAL AND DRUG TRADES

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

SUBSCRIPTION RATE

TWENTY SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single copy, 9d., post free; *Diary*, 10s., post free. Postal Orders and Cheques should be crossed "Bank of Liverpool and Martins, Ltd."

TERMS FOR ADVERTISING may be obtained on application to: Head Office: 42 CANNON STREET, LONDON, E.C.4

(Telegrams: "Chemicus, Cannon, London." Telephone: Central 3617.)

Branch Offices: 4 Cannon Street, Manchester. (Tel.: City 52.)
54 Foster's Bldgs., High St., Sheffield. (Tel.: 22458.)
19 Waterloo Street, Glasgow. (Tel.: Central 2329.)
Melbourne and Sydney, Australia.

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Coming Events

Sunday, June 3

National Association of Women Pharmacists, Epsom Station, at 10.30 a.m. Ramble to Mickleham Downs and Walton-on-the-Hill.

Monday, June 4

Edinburgh Chemists', Assistants' and Apprentices' Association, Waverley Station, at 2.15 p.m. Botany ramble to Kinghorn, led by Mr. D. Anderson.

Tuesday, June 5

Glasgow Pharmacy Club, Bowling Section, Wellcroft green. Competition for the Cartwright trophy.

Wednesday, June 6

Liverpool Pharmacy Club.—Motor-coach run to Delamere Forest, leaving Woodside Ferry at 2.15 p.m. Applications to secretaries, enclosing 10s. (inclusive of high tea).

Thursday, June 7

Birkenhead and Wirral Pharmacists' Association, annual summer outing, by train and launch to Aldford, via Chester. Tickets (8s. 6d. each) from Mr. W. G. Snow, 177 Laird Street.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Calcium Biphosphate Dutiable

Calcium biphosphate of baking-powder quality will be charged with duty on importation from June 4, the Tribunal appointed to hear the complaint that it has been improperly excluded from the list of articles chargeable with duty under Part I of the Safeguarding of Industries Act, 1921, having awarded in favour of the complainants. (See p. 695.)

Imported Honey

A draft of an Order in Council under the Merchandise Marks Act, 1926, to require the marking of imported honey has been laid before Parliament. Copies of the draft order may be obtained from the Stationery Office, Adastral House, Kingsway, W.C.2. It is as follows:—

1. It shall not be lawful to sell or expose for sale in the United Kingdom any imported honey, or any blend or mixture of honeys of which imported honey forms part, unless it bears an indication of origin.

2. The indication of origin shall be printed, stencilled, stamped or branded on the container, or on a label securely attached thereto, indelibly and in a conspicuous manner, in plain block letters not less than one-twelfth of an inch in height when the greatest dimension of the package does not exceed six inches, and not less than one-eighth of an inch in height when the greatest dimension of the package exceeds six inches. For the purpose of this Part of this Order the expression "greatest dimension" shall mean the height, length or breadth, whichever is the greatest, of a rectangular or approximately rectangular package, and the height or maximum diameter, whichever is the greater, of a cylindrical, oval or conical package.

3. The form of the indication of origin in the case of blends or mixtures containing imported honey shall be, at the option of the person applying the indication, either:

(a) in the case of honey derived entirely from countries within the Empire, the word "Empire"; and, in the case of honey derived entirely from foreign countries, the word "Foreign"; or

(b) a definite indication of all the countries of origin of the honeys forming the blend or mixture; or

(c) the words "Blended imported"; provided that the indication "Blended imported" shall be applicable to any blend or mixture of honey, even though it contain honey produced in the United Kingdom.

4. This Part of this Order shall not apply to exposure for sale wholesale if the person exposing the goods is a wholesale dealer.

5. The provisions of this Part of this Order shall come into force at the expiration of six months from the date hereof.

Dental Registration Fee

The complete minutes of the May session of the Dental Board of the United Kingdom include a recommendation by the Finance Committee (subsequently approved by the Dental Executive Committee of the General Medical Council) that the regulations be amended to provide that the annual retention fee be £4; that the original registration fee for the year 1929 and future years be fixed at £2; and that the annual retention fee for the two years following original registration be £2.

Dangerous Drugs Acts, 1920-1925

(From "The London Gazette," May 29, 1928)

WITHDRAWAL OF AUTHORISATION (DR. FREDERICK DENIS PARBURY)

Whereas Dr. Frederick Denis Parbury, M.R.C.S., L.R.C.P., 34 Elsham Road, Kensington, London, has been convicted of an offence against the Dangerous Drugs Acts:

And whereas the said Dr. Frederick Denis Parbury cannot, in my opinion, properly be allowed to be in possession of or to supply any of the drugs to which Part III of the Dangerous Drugs Act, 1920, applies:

Now, therefore, in pursuance of the powers conferred on me by Regulation 6 of the Raw Opium Regulations, 1921, and by Regulation 12 of the Dangerous Drugs Regulations, 1921, as amended by Regulation 5 of the Dangerous Drugs

Regulations, 1926, I hereby give notice that I withdraw as from to-day's date, from the said Dr. Frederick Denis Parbury, the authorisation granted by the said Regulations to duly qualified medical practitioners to be in possession of and supply raw opium and the drugs to which Part III of the Dangerous Drugs Act, 1920, applies:

And I also direct, as from the same date, that the exception in Regulation 4 of the Dangerous Drugs Regulations, 1921, which permits dangerous drugs to be supplied on a prescription given by a duly qualified medical practitioner shall not apply in respect of prescriptions given by Dr. Frederick Denis Parbury.

W. JOYNSON-HICKS.

One of His Majesty's Principal Secretaries of State.

Whitehall, May 29, 1928.

Society of Apothecaries of London

At the assistants' examination held recently the following candidates were granted the certificate of qualification to act as an assistant to an apothecary in compounding and dispensing medicines:—

Ahier, C. P.	Fairweather, I. A. D.	Rogers, M. A.
Archibald, I. B.	Flack, M. E.	Schmitz, A. G.
Argent, J.	Food, K. E.	Sharpe, S. E.
Bakewell, J. B.	Gale, H. E.	Shepherd, V. F.
Belcher, K. M.	Herbert, K.	Smith, G. E. L.
Blair, R. L. F.	Heslop, S.	Stewart-Scott, J. M.
Breen, M.	Higson, E. A.	Tait, E. A. S.
Breeze, I. D.	Hopkins, S. J.	Taylor, E.
Brown, M. R.	Howden, E. J.	Todd, M.
Buss, E.	Ibbotson, I.	Todman, E. I.
Crowe, L.	Knight, F. M.	Wakelam, M.
Dawson, L.	Krausz, F. M.	Walker, D. M.
Denton, E. F.	Lea, L. P.	Whitefoord, M. V.
Drenfield, N.	Mitchell, E. J.	Yeo, M. E. P.
Eborall, K. E.	Pass, E.	Young, F. F.
Edwards, M. O.	Preston, M.	

Inquests

At Woking, on May 30, the inquest on Hilary Rougier, farmer (*C. & D.*, May 26, p. 645), was concluded. Superintendent Boshier gave evidence of having searched the poison-registers of all the Woking chemists without finding an entry of poison supplied to W. K. Lerwill. The jury returned a verdict to the effect that Mr. Rougier died from morphine, which was not self-administered.

An inquest was held at Shrewsbury, recently, concerning the death of Mrs. Emma A. Ashley. The widower said that for twenty-eight years his wife had been taking a patent medicine, and that she was in the habit of receiving it by post from Belfast. A medical witness said that on May 9 he was called to see the woman on account of a rash. She was suffering from purpura, and there was also considerable anæmia. He was shown the medicine. Death, he said, was due to exhaustion following purpura and severe anæmia. The purpura, in his opinion, was set up by her weak condition and the prolonged use of potassium iodide in this medicine. The coroner said he had been given particulars of the ingredients of the medicine. The makers had been absolutely candid, and had sent full particulars. A verdict of "Death through misadventure" was returned.

Birmingham

The members and ladies of the Gloucester Branch of the Pharmaceutical Society visited the Chalford Mills of Southall Brothers & Barclay, Ltd., on May 17, when a pleasant and instructive afternoon was spent in viewing the manufacture of surgical dressings. Tea was provided afterwards.

The Birmingham Pharmaceutical Association sports day and tea will be held on June 20 at the Old Rose and Crown Café, Rednal. Games will commence at 2.30 p.m. Tickets (2s. each) may be obtained from any of the stewards or from Mr. R. E. Howard, Mr. F. Mousley, or the secretary, Mr. D. J. Rushton, 1088 Stratford Road. The invitation is extended to all members and student-associates of the Birmingham and District Branch of the Pharmaceutical Society and their friends.

Bradford

On May 19 a street collection in aid of the Bradford hospitals amounted to over £1,000. Mr. F. J. Dyer,

head of the Pharmacy Department of Bradford Technical College, sends us a copy of "The Rag Times," sold to augment the takings. Mr. G. N. Roberts, chemist and druggist, an old student of the department, was one of the chief organising secretaries. The Pharmacy Department was responsible for two items in the "rag" programme.

At the Lord Mayor's conversazione (in connection with the annual conference of the Association of Teachers in Technical Institutes), on May 26, the Pharmacy Department of the Technical College exhibited a number of pharmaceutical products, including: (1) Ductless glands—a dissected and clearly labelled rabbit, together with corresponding refined products ready for use in pharmacy; (2) Biblical drugs; (3) spices; (4) manufacture of popular remedies (e.g., sweet nitre, sal volatile). Mr. F. J. Dyer, B.Sc., Ph.C., was co-opted as an honorary member of the reception committee for the function, and several pharmacy students acted as demonstrators and stewards.

Liverpool

At Liverpool Police Court, on May 24, William Arthur Young was remanded after pleading "Guilty" to a charge of unlawfully procuring 180 gr. of morphine sulphate. It was stated that the accused had posed as a medical man.

A motor-coach run is being arranged by the Liverpool Pharmacy Club to Delamere Forest on June 6, leaving Woodside Ferry at 2.15 p.m. Members and friends wishing to participate must notify the secretaries by June 2, enclosing 10s. per head (inclusive of high tea).

Miscellaneous

THEFT OF CAMERAS.—A window at the premises of Shirliff, Smith & Co., Ltd., chemists, Ealing, London, W., was broken recently and several cameras were stolen.

IN THE COURTS.—At Westminster Police Court, on May 24, Robert H. L. Dillon, Petworth Street, Battersea, S.W., was charged with being in unauthorised possession of morphine, he having obtained prescriptions for it from two doctors simultaneously without disclosing to each that he was being treated by the other. The defence was that he thought one doctor had finished with him, and that he spilt some of a supply. The magistrate reserved his decision.—At Brighton Police Court, on May 30, Percival L. Taylor, hawker, James Weaver, rag-and-bone collector, and George T. Donovan, motor mechanic, were remanded on a charge of murdering Mr. Friend Ernest Smith, described as a retired wholesale druggist.

Scottish News

Brevities

The firm of Meldrum & Buchanan, chemists, Irvine, has been dissolved. The shops at 150 High Street and 12 Bridgegate have been taken over by Buchanan & Co. and Morrison & Meldrum respectively.

James Borland & Sons, Ltd., intend to apply to the local authority at Troon for a licence to sell agricultural and horticultural poisons.—Mr. John T. Logan, Hoptown, Dalrymple, has applied to the local authority for a similar licence.

The Victoria Day competition was decided over the course of the Burntisland club on May 22, under favourable weather conditions. There was an excellent turn-out of members, and, following keen competition, the prize-winners were:—(1) H. B. Gauld, (2) D. Barrie, (3) W. A. M. Hourston.

Glasgow

Mr. James Edward, chemist and druggist, has taken over the business formerly carried on by Mr. J. Brown, 120 Battlefield Road, Langside, Glasgow.

The Chemists' Friendly Society, 206 Sauchiehall Street, Glasgow, C.2, have recently issued a circular showing the advantages to those employed in the drug and allied trades and professions, who must be insured under the National Health Insurance Acts, of joining or obtaining a transfer to the C.F.S.

Sporting News

The annual sports meeting of the West Ham and District Association of Pharmacists was held on May 24. The golf handicap was played on the Wanstead Golf Club's course, and the bowls competition on the Wanstead Bowling Club's rinks, the remainder of the events taking place at the Red Triangle Sports Ground. There was a capital entry for the various competitions, and, with weather more pleasant than it had been for some time past, a very successful and enjoyable afternoon was spent. Among those present were Mr. W. J. Beardsley, president of the Association, and Mrs. Beardsley; Mr. Herbert Skinner, president of the Pharmaceutical Society; Mr. T. Hardy and Mrs. Freke, members of the Pharmaceutical Council. Prizes were distributed by Mrs. Beardsley to the following winners:—

Golf.—Mr. Daniel and Mr. Leith tied, the play-off being won by Mr. Daniel. **Bowls.**—Pairs: Messrs. Lawrence and Gray. **Tennis.**—Ladies' singles: 1, Mrs. Pratt; 2, Miss Beardsley. Gents' singles: Finalists, Messrs. Birkhumshaw and Herd, to be played off. **Croquet.**—Mrs. Beardsley. **Putting.**—Gents: Mr. Hardy. Ladies: Mrs. Deeth. **Quoits.**—1, Mr. B. Wathen; 2, Mr. Bremner. **100 yards flat.**—1, A. Vaughan; 2, J. Main. **220 yards flat.**—1, W. Forrest; 2, A. Vaughan. **Team relay, half-mile.**—W. Forrest, J. A. Coutts, S. Wheatley and H. Pears. **High Jump.**—1, J. A. Coutts.

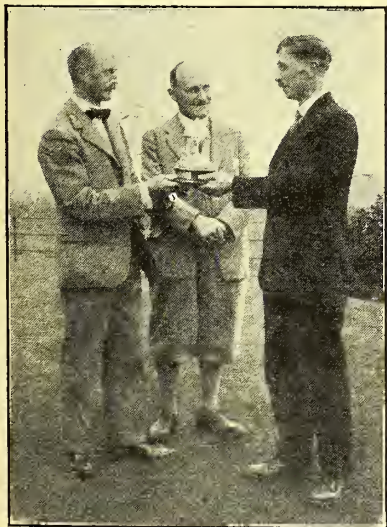
The results of the children's races were as follows:—

Flower-pot.—1, Seymour Main; 2, Roger Gray; 3, Pat Desmond. **Egg and Spoon.**—1, Seymour Main; 2, Roger Gray. **Potato.**—1, Pat Desmond; 2, Roger Gray; 3, Seymour Main. **Sack race.**—1, Beryl Beardsley; 2, Pat Desmond; 3, Seymour Main. **80 yards.**—1, Pat Desmond; 2, Seymour Main; 3, Beryl Beardsley.

The fourth meeting of the Manchester and District Pharmacists' Golfing Society took place at the Ashton Golf Course on May 23. The competition was for the Kerfoot trophy, the winner of which was Mr. J. W. Aves, with a net score of 72 (two under bogey). The leading scores were as follows:—

J. W. Aves...	80	—	8	=	72
T. Miller	81	—	8	=	73
P. W. Stuart	82	—	8	=	74

After high tea, provided by Thomas Kerfoot & Co., Ltd., Councillor R. G. Edwards (captain) said he was



Photo] [Cleworth
Mr. KERFOOT (left) presenting Prize to
Mr. Aves

sure he only expressed the sentiments of the members when he stated that they had been treated right royally. He thanked Mr. Kerfoot, and wished him to convey to his father their thanks, also their best wishes for his health. Mr. Kerfoot briefly replied.

General Medical Council

(Concluded from C. & D., May 26, p. 650)

PRESIDENT RE-ELECTED

Sir Donald MacAlister was unanimously re-elected president of the Council for the next five years.

RESTORATIONS

The registrar reported that the names of the under-mentioned persons had been restored to the Medical Register:—

Bates, Herbert	Nolan, Harold
Batra, Harnand A.	Robinson, Charles St. H.
Cline, Eric C.	Styles, William V. T.
Moorshead, Charles W.	Wyndham, Thomas L.

IRISH FREE STATE MEDICAL REGISTER

A Privy Council communication was received announcing the establishment of the Irish Free State Register of Medical Practitioners on and from May 26.

DENTAL BUSINESS

The remainder of the sitting of May 22 was occupied by dental business. The finding of the Dental Board in the cases of Mr. Alfred Catlow and Mr. Laurent Eugene Deprimoz, that their names should be erased from the Register (C. & D., May 19, p. 619), was confirmed; but Mr. Harry Patrick Jones, in whose case the Board had reported similarly, was allowed twelve months in which to renounce the practices of which he had been found guilty.

DISCIPLINARY CASES

Complaints against medical practitioners were heard on May 23, 24 and 25. The first respondent was Mr. Percy Bateman, 423 New Cross Road, London, S.E.14, a doctor holding the Scottish triple qualification, against whom had been registered various convictions for drunkenness. The case had been before the Council in November 1927. Satisfactory testimonials and assurances were now forthcoming, and Mr. Bateman's name was retained on the Register. A like result was the outcome of similar charges against Mr. Duncan Miller, M.B., Ch.B., Glebe House, Washington, Durham, and Dr. Robert Moore, 34 Mawney Road, Romford.

A case of advertising in Indian newspapers, found to be proved against Mr. Frederick J. W. Porter, M.R.C.S., L.R.C.P., of the Army Medical Service, at the sitting of the Council a year ago, was now terminated favourably for the respondent on the production of satisfactory evidence and assurances.

The case of Dr. Dorothy C. Logan, 4 Cavendish Place, W.1, which had received unusual publicity owing to a Channel swim by the respondent becoming the subject-matter of a statutory declaration "false in material particulars," was "very carefully and seriously considered" by the Council. Ultimately it was decided not to remove Dr. Logan's name from the Register.

It was ordered that the name of Mr. Harry S. Harling, L.R.C.P. Edin., etc., 102 Skipton Road, Ilkley, who had been co-respondent in a divorce case, be erased from the Register. The case of Mr. Harold F. Strickland, F.R.C.S., etc., 47 Wickham Road, Beckenham, who was charged with maintaining an improper friendship with a married woman, resulted similarly.

Another name was by direction of the Council removed from the Register, that of Mr. Kenneth Albert Wilson, L.R.C.P. Edin., etc., formerly of Newcastle-on-Tyne, who had been sentenced to imprisonment for using an instrument to produce abortion.

PHARMACOPOEIA COMMITTEE

The Pharmacopœia Committee, after considering the recommendations of the subcommittee appointed to discuss the method of preparing the British Pharmacopœia, recommended that the Council approve generally of the changes in practice recommended in the conclusions of the report, and that the Council authorise and direct the Pharmacopœia Committee to take all necessary steps for carrying into effect the recommendations set forth.

Legal Reports

Charge of Forging a Certificate.—At Marylebone Police Court, London, on May 25, the Pharmaceutical Society of Great Britain summoned Ralph Valentine Edwards (38), dispenser, Junction Road N., on a charge of feloniously and with intent to defraud forging a certificate purporting to have been issued by the board of examiners of the Society as a qualification to be registered as a chemist and druggist. A second charge accused Edwards of attempting to commit suicide in a cell at the Albany Street Police Station (*C. & D.*, May 26, p. 646). Mr. W. H. Quarrell, prosecuting, said that on April 11 Mr. G. A. Tocher, secretary of the Pharmaceutical Committee for the County of London, had before him an application from Mr. Bevis, the proprietor of a business at 172 Albany Street, N.W. Mr. Bevis attended at the office of Mr. Tocher, and gave the name of the "qualified chemist" who would be in charge of the shop, as he himself was not qualified. In consequence of what the accused told Mr. Tocher, the latter took possession of the certificate exhibited in the shop, and on a careful examination of this at the Society's offices he discovered that it was a very clever forgery. The magistrate asked for a genuine certificate, and on comparing it with the alleged forgery he said it was on the same form. Mr. Quarrell: Yes, it is a photographic copy. I have seen three in twenty-six years, and that is most clever of them all. Mr. Quarrell added that if anyone examined the forged certificate in a chemist's shop, unless he had a microscope and an intimate knowledge of the details on the certificate, he (Mr. Quarrell) did not think the forgery would be detected. Mr. George Alexander Tocher, chemist and druggist, gave evidence in support of the opening statement. He said that when he called at 172 Albany Street, accused gave him name as Robert Moffat Edwards. Witness then showed him the Register of Chemists and Druggists, and pointed out that the man of that name was at present in his own business at another address. He asked if his name was Ralph Valentine Edwards, the accused said it was, and added, "But don't tell my employer." Witness reported the matter to the Pharmaceutical Society. Mr. Harold Eric Bevis, proprietor of the business at 172 Albany Street, said he engaged the accused as a qualified superintending chemist about a month ago at a salary of £4 a week. He asked the accused for his certificate, and on the second morning the accused brought the certificate produced. Witness hung it up on the door inside the shop. Mr. Bevis added, in reply to the magistrate, that he bought the business with the intention of forming a limited company. The magistrate said that more skilled evidence than that of the secretary of the Committee was required to prove that the certificate was merely a photograph; and further evidence was necessary, too, to prove that the document was a forgery and that the accused had forged it. The hearing was adjourned, the magistrate suggesting that counsel should be instructed to prosecute.

Bankruptcy Reports

Re Anthony Joseph Barnett (trading as A. J. Barnett & Co.), produce and chemical merchant, 90-91 High Holborn, W.C.—An application was made on May 23 to Mr. Registrar Warmington, at the London Bankruptcy Court, for an order of discharge on behalf of this bankrupt, who failed in February 1928. Mr. Walter Boyle, Senior Official Receiver, reported that the proved and provable debts amounted to £4,713, and the assets had realised £75. The applicant, in 1914, commenced and successfully carried on business as a produce and chemical merchant at Dunster House, Mincing Lane, E.C., which business he closed in 1919 in order to become manager, on a profit-sharing basis, of a firm of oil and produce merchants. The latter concern was converted into a private limited company, and in March 1921 the bankrupt disposed of his interest therein for about £10,000 in cash, bills and stock-in-trade. In the same month, with this capital and equities worth about

£20,000, he again started business as a produce and chemical merchant, using the style of A. J. Barnett & Co.; this business was carried on at a loss, largely owing to his not covering sale contracts with immediate purchase contracts, and also that owing to falling markets he also made a considerable loss during 1925-26 on the re-sale of a quantity of ginger which he had purchased on his own account. At the end of March 1927 he ceased trading, and had since acted as manager of a company of oil and produce merchants on profit-sharing terms. He attributed his failure and insolvency to losses in trading occasioned by (1) his failure to cover sale contracts with immediate purchase contracts, the delay frequently resulting in an increase in market prices by the date he ultimately covered, (2) failure of customers to meet their obligations, and (3) abnormal market fluctuations in the articles in which he dealt. The only ground of opposition by the Senior Official Receiver was insufficiency of assets to equal 10s. in the £ on the amount of the liabilities, and his Honour granted a discharge subject to a suspension of two months.

Private Arrangements.

Re Horace Victor Levin, chemist and druggist, 29 Whitegate Drive, Blackpool.—A meeting of the creditors was held on May 11 at Blackpool, when Mr. J. Westhead, C.A., Blackpool, submitted a statement of affairs which showed liabilities of £2,962 3s. 10d., made up as follows:—Trade creditors, £1,378 12s. 10d.; cash creditors, £1,175; and bank overdraft, £408 11s. The assets were estimated to realise £965, and were subject to preferential claims of £89 18s., leaving net assets of £875 2s., or a deficiency of £2,087 1s. 10d. The assets consisted of stock at cost £1,000, estimated to realise £800; fixtures, fittings, etc., £100; cash register £75, valued at £45; and book debts £25 17s. 2d., expected to produce £20. It was reported that the stock had only been partly taken, but it was believed that it had been accurately estimated. The household furniture belonged to the debtor's wife. The debtor commenced trading at his present address in February 1927 without any capital. A relative guaranteed an overdraft at the bank of £300, which was later increased to £400, and also advanced £150 in cash. Proper books were kept. Last August a fire broke out and the books were practically destroyed. For some time past the debtor had been in ill-health. The turnover of the business had averaged about £35 a week, and the drawings had been £5 a week. The present position was attributed to lack of capital and the debtor's inability to personally superintend the business through illness. An offer was made of a composition of 4s. in the £, which was not accepted, and it was decided that provided the debtor's relatives withdrew their claims, the estate should be dealt with under a deed of assignment with Mr. Westhead and Mr. Parkin S. Booth, of the Association of Manufacturing Chemists, 2 Bixteth Street, Liverpool, as joint trustees, and a committee was also appointed consisting of the representatives of Barnes & Crompton, Ayrton, Saunders & Co., Ltd., and R. Sumner & Co., Ltd. It was stated that in the event of a deed of assignment going through, efforts would be made to sell the business as a going concern, in which event a fair dividend for the creditors should materialise. The following are creditors:—Allen & Hanburys, Ltd., £11; Atkinson, J. & E., Ltd., £12; Ayrton, Saunders & Co., Ltd., £340; Barnes & Crompton, Ltd., £220; Bristow, T. F., & Co., Ltd., £15; Harker, C. R., Staggs & Morgan, Ltd., £147; Hovenden, R., & Sons, Ltd., £25; Imperial Dry Plate Co., Ltd., £40; Kodak, Ltd., £25; May, Roberts & Co., Ltd., £90; Sumner, R., & Co., Ltd., £14; Ward, Thos., & Sons, Ltd., £24; Warrick Bros., Ltd., £11; Wilkinson Jas. F., £28; Yardley & Co., Ltd., £11; Zenobia, Ltd., £15.

NEW PHARMACIES IN INDIA.—Among the new chemist and druggist concerns recently formed in India are the Oriental Pharmacy & Stores, Ltd., of Faridpur Town, Bengal, with a capital of rs. 30,000, and the Schering Kahlbaum (India) Co., Ltd., Stephen House, 4 Dalhousie Square, Calcutta, with a capital of rs. 25,000.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

ARCHD. J. FITZ, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of chemists or shipping druggists, dentists and opticians, etc. The first directors are M. N. Broom and J. R. Parsons. R.O.: 28A Basinghall Street; E.C.2.

H. A. ELLIOTT & Co., LTD. (P.C.).—Capital £1,500. Objects: To adopt an agreement with H. A. Elliott, and to carry on the business of chemists and druggists, etc. The first directors are G. S. D. Aldrich and E. Parry. R.O.: 59 High Street, Evesham, Worcs.

TRANSPARENT PAPER, LTD. (public company).—Capital £400,000. Objects: To carry on the business of manufacturers of and dealers in viscose paper, paper, yarns, fabrics, etc. The subscribers are G. M. Palmer and M. Goldsack. R.O.: 110 Cannon Street, E.C.4.

CARLTONS (HORNCASTLE), LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a chemist, druggist, photographer, etc., lately carried on by H. Carltons at 8 High Street, Horncastle, Lincs. The first directors are T. B. Hare, R. Chatterton and S. Walter. R.O.: 8 High Street, Horncastle.

TOM WOOD (CHEMISTS), LTD. (P.C.).—Capital £2,500. Objects: To acquire the business carried on at 76 Mill Street, Macclesfield, as "Tom Wood," and to carry on the business of chemists, druggists, opticians, etc. The directors are T. Wood and Mrs. F. Wood. R.O.: 76 Mill Street, Macclesfield, Ches.

PHOTODYNE (PARENT) CORPORATION, LTD. (P.C.).—Capital £500. Objects: To carry on the business of importers, exporters and manufacturers of and dealers in all kinds of photographic apparatus and accessories. The directors are: G. M. Rogers, C. J. H. Thornton, W. H. Broughton. R.O.: 3 Staple Inn, Holborn, W.C.1.

BRITISH DERMIC Co., LTD. (P.C.).—Capital £2,640. Objects: To adopt an agreement with C. Apheris relating to the purchase of formulae and the means of manufacture of ointments known as "Sotyr." The subscribers are A. G. Whittall, W. E. Fursier and H. G. Vassall. Solicitors: Osborne Ward & Co., Broad Street, Bristol.

T. & E. HUTCHINGS, LTD. (P.C.).—Capital £1,800. Objects: To acquire the business of a chemist and druggist and photographic dealer now carried on by T. Hutchings at 60 Nunhead Lane, Peckham, and at 2 Gibbon Road, Nunhead. The first directors are T. Hutchings and E. Hutchings. R.O.: 60 Nunhead Lane, Peckham, S.E.15.

DR. MATTHEWS' PILLS, LTD. (P.C.).—Capital £400. Objects: To acquire the business of manufacturing and selling Dr. Matthews' Liver and Stomach Pills and Dr. Matthews' Brain and Nerve Pills carried on by C. S. Daniels and others at 3 St. Giles Street, Norwich, as "Dr. Matthews & Son." The subscribers are: L. M. Daniels and A. R. Pank. Solicitor: E. A. Kent, Norwich.

ARGONAUT VARNISH Co., LTD.—Capital £10,000. Objects: To acquire for £5,000 in shares the stock in trade and book debts (£2,800) and goodwill (£2,200) of a varnish works at Willesden, N.W., together with the trade mark "Argonaut," and to carry on the business of varnish, paint and stain manufacturers, etc. The first directors are E. Anderson and A. P. Anderson. R.O.: Atlas Road, Willesden, N.W.

SOLMAR PERFUMERIES, LTD., was registered as a "public" company on May 16, with a nominal capital of £130,000. The objects are to adopt agreements with Solmar Soaps, Ltd., and Aux Parfums d'Orient, to acquire the trade mark "Solmar," and to carry on the business of soap and perfumery makers and dealers, chemical merchants, etc. The first directors are: Sir N. Grattan-Doyle, M.P., D.L., J.P., S. T. Garland, E. H. Morris and P. Villain. R.O.: 11-12 Finsbury Square, E.C.2.

PERFUMERIA GAL (LONDON), LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of perfumers, soap and candle makers, pharmaceutical manufacturing and general chemists and druggists, manufacturers of and dealers in toilet requisites, scents, perfumes, etc. The subscribers are: Salvador Echeandia, Paseo de San Bernardino 10, Madrid, Isidoro Gutierrez, calle Albareda 44, Sevilla, Spain, and Eusebio Echeandia, Plaza de la Eucarucion, 3-30, Madrid. R.O.: Cecil Chambers, 76/88 Strand, W.C.2.

KIRBY'S REFINERIES, LTD. (P.C.).—Capital £20,000. Objects: To acquire from G. R. Kirby the land, buildings and factory and premises (including machinery, plant and equipment therein) known as the Albion Works, Clack Street, Rotherhithe, and to carry on there and elsewhere the business of seed crushers and refiners, manufacturers of and dealers in oils and oleaginous and saponaceous substances, etc. The directors are: G. R. Kirby and W. L. Kirby. Solicitors: Scatcherd, Hopkins & Brighouse, Prudential Buildings, Park Row, Leeds.

REX CAMPBELL & Co., LTD. (P.C.).—Capital £1,100. Objects: To sell certain products manufactured by the Chemical Supply Co., Ltd., and so long as that company can supply those products, guaranteed to recognised specifications for prompt delivery, and at competitive prices, they shall have preference for the business, to carry on the business of merchants, agents, dealers, wholesale warehousemen and shippers in chemicals, chemical products, wax, oils, gum, etc. The directors are: E. Neumann and R. Campbell. R.O.: 7 Idol Lane, Eastcheap, E.C.

SASHENA, LTD. (P.C.).—Capital £10,000. Objects: To acquire and amalgamate the undertaking of the Sashena Manufacturing Co. and the Lilia Hygiene and Surgical Supplies heretofore carried on in Hull and London respectively, to acquire the registered trade marks "Sashena" and "Lilia," and to carry on the business of manufacturers of and dealers in surgical and sanitary appliances, dressings and instruments, perfumers, manufacturers of and dealers in automatic distributing machines, etc. The directors are: H. N. Smith, S. Lovatt, J. McLaren. R.O.: Paragon Works, Neptune Street, Hull.

TETMAL, LTD.—At a meeting held on May 21 it was resolved that this company be wound up voluntarily. Mr. F. H. Parrott, 4 Southampton Row, London, W.C.1, was appointed liquidator, and a meeting of creditors will be held at the above address on June 6.

COMPANIES WHICH MAY BE WOUND UP.—The under-mentioned companies will, unless cause is shown to the contrary, be struck off the register and the companies dissolved three months after April 27:—Laxigen, Ltd.; Pair's Dye & Chemical Co., Ltd.

TAYLORS (CASH CHEMISTS) TRUST.—The first annual meeting was held on May 24 at the Hotel Cecil, W.C. Mr. Philip E. Hill, the chairman, said that their investments in associated companies stood at £932,448. In his opinion, those investments had been advantageously made, and their present value was in excess of that figure. For trade reasons the directors had decided during the year to dispose of the company's interest in Prichard & Constance (Manufacturing), Ltd., which they had done at a profit. The investments now mainly consisted of the whole of the ordinary shares in Taylor's Drug Co., Ltd., and the whole of the deferred ordinary shares in Squires & Co. (Birmingham), Ltd. Turning to the revenue account, they had received from their associated companies £168,830. In considering the dividends which they had received, he thought it only right to draw attention to the fact that from Taylor's Drug Co. they had had a dividend of £45,000 as foreshadowed in the prospectus. That was declared out of accumulated profits made by that company before they acquired the shares, and must be regarded—for the present, at any rate—as an exceptional dividend; on the other hand, they had effected, and were effecting, considerable economies in the working of the associated companies, which, in due course, should be reflected in the company's accounts. The report and accounts were unanimously adopted.

Schimmel's Report

THE Annual Report on Essential Oils, Synthetic Perfumes, etc., for 1926, of Schimmel & Co., Miltitz, near Leipzig, is now available. The report extends to 247 pages and has a frontispiece (in colours) giving a view of a "Caraway Field in Holland." Another engraving, facing page 70, depicts "Distilling Lemongrass Oil in East India," and both pictures are after water-colour paintings in the possession of the Perfumery Department of the Deutsches Museum in Munich. As usual, the report contains much interesting and valuable information regarding recent research work on essential oils and allied products, besides a series of commercial notes and market reports on the industry. Special mention may be made of the following fresh points elucidated by research in the Schimmel laboratories. "New Coto Bark Oil.—A small sample of the bark of *Cryptocaria pretiosa* received from Brazil, where the parent plant (also known as New Coto Bark) is indigenous, has been distilled, and yielded 1.31 per cent. of brown oil with a cinnamon-like odour. The properties of the oil were as follows:—Density at 15°, 1.1263; specific rotation, $-0^{\circ} 8'$; index of refraction at 20°, 1.2787; soluble in 7.2 volumes and more of 80 per cent. alcohol. Oil of *Nardostachys Jatamansi*.—The root came from Japan and yielded 3.43 per cent. of olive-green oil with an odour resembling valerian. The properties were:—Density at 15°, 0.9819; specific rotation, $-15^{\circ} 15'$; index of refraction at 20°, 1.51790; acid value, 5.6; ester value, 18.7; not completely soluble in 10 volumes of 80 per cent. alcohol, soluble in any proportion 90 per cent. alcohol. Nigella Oil.—The seeds of *Nigella damascena* on distillation yield 0.37 per cent. of a yellow-coloured oil with a pronounced blue fluorescence, a peculiarity which it owes to the damascenine it contains. The following constants were determined:—Density at 15°, 0.8985; specific rotation, $-4^{\circ} 49'$; index of refraction at 20°, 1.49970; acid value, 1.1; ester value, 14.0; ester value after acetylation, 17.7; soluble in about 15 volumes of 90 per cent. alcohol and about 4 volumes and more of 95 per cent. alcohol. The oil *did not* have any suggestion of an odour of strawberries, and rather resembled ambrette seeds, although the nigella seeds, when rubbed between the fingers, gave off a clearly perceptible smell of strawberries. Pichurim Bean Oil.—The cotyledons of *Nectandra Puchury-major* (pichurim bean, puchury bean, sassafras bean) on distillation yielded 2.57 per cent. of a light-brown oil with an odour recalling that of sassafras. The following were the constants:—Density at 15°, 1.0268; specific rotation, $-4^{\circ} 5'$; index of refraction at 20°, 1.50983; acid value, 22.4; ester value, 1.7; ester value after acetylation, 48.5; soluble in about two volumes of 80 per cent. alcohol with opalescence, which diminishes when more alcohol is added. On cooling the oil, lauric acid separated (m.p. after recrystallisation from alcohol 43, acid value 271.6, theoretically 279.7). The acid value of the oil leads to the conclusion that the proportion of lauric acid present is about 8 per cent. Another constituent of some importance is safrol, of which the proportion is so large that the oil, after being deprived of its lauric acid, solidified at $+1.3^{\circ}$ when inoculated with a safrol crystal. Other constituents shown to be present were about 5 per cent. of eugenol and from 5 to 10 per cent. of cineol."

A CONSPECTUS OF ARTHRITIS.—Report No. 52 of the Ministry of Health (Stationery Office, 1s. 6d.) is an illustrated conspectus, by Dr. J. Alison Glover, of the present state of medical knowledge on chronic arthritis, with an appendix, by Dr. R. Fortescue Fox and Dr. Margarethe Mautner, on the Continental treatment of rheumatic diseases.

TANGANYIKA BEESWAX.—The exports from Tanganyika Territory in 1927 amounted to 11,169 cwt., or 80 per cent. more than in 1926. The value was £80,863, an increase of £10,000 on the 1913 figure. The increased production is attributable to the advantageous prices of the past three years, and educational work (directed to an improved method of bee-keeping) by the Division of Entomology Department, of Agriculture.



THE CHEMIST AND DRUGGIST

RETAIL & DISPENSING

PRICE LIST

based on definite costing principles

ISSUED QUARTERLY SEVENTH YEAR OF PUBLICATION

THE drug index for May is 140.2, an increase of 1.1 over the previous month. The figure for surgical dressings remains unchanged. Alterations in prices are few, and the following, in conjunction with those given in the *C. & D.*, May 5, p. 565, enable chemists to revise the quarterly issue of the *C. & D.* Retail Price List up to June 1:—

Cost			Selling Price			
			16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
38	lb.	Acid. citricum	4 9	1 5	0 5½	—
39	lb.	Acid. citrici pulvis ..	5 0	1 6	0 6	—
20	lb.	Anthem. flores exot. sec.	2 6	0 9	0 2½	—
36	lb.	Caseinum (solub.) ..	4 6	1 4	0 5	—
16	oz.	Chrysarobinum	—	—	2 4	0 4
114	lb.	Cocci pulvis	14 3	4 0	—	—
10	lb.	Curcumæ rhizoma ..	1 3	0 5	—	—
13	lb.	Curcumæ rhizomæ pulvis	1 8	0 6	0 2½	—
11	lb.	Curcumæ rhizomæ pulvis (crs.)	1 4	0 6	0 2½	—
10	gr.	Emetina B	per	gr.	1 6	—
96	oz.	Ext. opii siccum .. B, F	—	—	—	2 0
75	lb.	Hydroquinone	—	2 8	0 8	—
64	lb.	Lin. opii meth. .. B, ex F	—	2 1	0 7	0 1
24	lb.	Lin. universale P.L.F.	3 0	0 11	0 3½	—
114	lb.	Liq. opii sed. B.P.C. B, F	—	4 1	1 1	0 2
18	lb.	Liq. picis carbonis meth.	2 0	0 7	0 2	—
25	lb.	Taraxaci radix Ang. incis.	3 3	—	—	—
44	lb.	Tr. rhei co.	5 6	1 7	0 5	0 1
60	lb.	Tonæ fabæ Para frosted	—	2 2	0 7	0 1
64	lb.	Vin. pepsini	8 0	2 4	—	—

Business Changes

PARKER'S REMEDY, LTD., have removed from 18 James Street to 49 Renshaw Street, Liverpool.

MR. PHILIP W. HANCOCK, chemist and druggist, is opening the Hartley Pharmacy, Compton, Plymouth.

MR. A. MACGREGOR, chemist and druggist, has commenced business at St. Leonard's Bridge, Craigie, Perth.

MR. J. H. MORTIMER, chemist and druggist, has opened the Court Pharmacy, Horton Hill Park, Epsom.

MR. J. H. B. SMITH, chemist and druggist, has taken over the businesses of Mr. John Scott, 31 Roxburgh Street and 51 Ann Street, Greenock.

TIBO PRODUCTS CO., LTD., 55-63 Goswell Road, London, E.C.1, are moving to larger premises at Audrey House, Ely Place, Holborn Circus, E.C.1.

MR. JAMES EDWARD, chemist and druggist, has taken over the business formerly carried on by Mr. J. Brown, 120 Battlefield Road, Langside, Glasgow.

THE firm of Meldrum & Buchanan, chemists, Irvine, has been dissolved, and the shops at 150 High Street and 12 Bridgegate have been taken over by Buchanan & Co. and Morrison & Meldrum respectively.

LICENCE RESTRICTION RESCINDED.—At a recent meeting of the Derbyshire Licensing Committee an applicant asked for permission to withdraw an undertaking given by him two years ago to sell medicated wines only. The application was granted.

Trade Notes

FLY PAPERS.—Tunbridge & Wright, Reading, advertise Cemetery brand fly papers in this issue.

WANIE SAFETY RAZOR BLADES are supplied to wholesale dealers only by Wanie Distributors, c/o Roebuck's Advertising Service, Craven House, Kingsway, London, W.C.2.

ROLLS RAZOR (1927), LTD., Cricklewood Broadway, London, N.W.2, announce elsewhere in this issue the appearance of a new model of their one-blade safety razor.

McCoy's LABORATORIES, LTD., Westwick Street, Norwich, announce that the name of their product has been altered to "McCoy's Tablets," while the formula remains unchanged.

J. E. ELLIS, LTD., Horsforth, Leeds, and 74 New Oxford Street, London, W.C.1, are the sole selling agents for several proprietaries, particulars of which are given in our advertisement columns.

LIVER EXTRACT.—Airmour & Co., Ltd., Queen's House, Kingsway, London, W.C.2, are now packing Glanoid concentrated liver extract in a 4-oz. size. The price of the 16-oz. bottle has been reduced.

PRUNOL PRUNE JELLY.—Prunol, Ltd., 28 Buckingham Gate, London, S.W.1, give particulars on another page of a special offer they are making for a limited period. The business is now under new management.

KOTEX PRICE REDUCTION.—Kotex, Ltd., 23 Eagle Street, London, W.C.1, have reduced the retail price of their speciality, and chemists should claim, before June 15, the rebate on the stock they hold at the higher price.

CLOSED FOR OUTING.—H. R. Napp, Ltd., manufacturing chemists, 3 and 4 Clement's Inn, Kingsway, London, W.C.2, inform us that their offices and warehouses will be closed on June 2, the date of the annual staff outing.

JOHNSON'S BABY POWDER.—Johnson & Johnson (Gt. Britain), Ltd., Slough and London, are offering in return for a six days' window display special terms on all orders for half-a-gross or more of their baby powder. The scheme is in operation for three months.

A. BOURJOIS ET CIE, LTD., 4 Water Lane, London, E.C.4, have designed an attractive little introductory casket, containing a box each of Ashes of Roses (or Ashes of Violets) face powder and vanishing cream. Details of the scheme under which these will be supplied appear elsewhere in this issue.

DUBARRY ET CIE, 81 Brompton Road, London, S.W.3, have recently issued a new catalogue of their perfumes and toilet preparations. The list is copiously illustrated, with examples of their leading products printed in correct colours, thus enabling the diversity and excellence of design to be better appreciated.

SUNLIGHT BATHS.—British Quain Sunlight, Ltd., 20-21 Laurence Pountney Lane, Cannon Street, London, E.C.4, give in their advertisement some particulars of considerable interest to chemists regarding the Quain sunlight bath for home treatment, of which apparatus they are the patentees and manufacturers.

PEPSOMINT ANTISEPTIC DENTIFRICE.—We are officially informed that the Metropolitan Hospital in London is in no way concerned with the manufacture or distribution of the article bearing the above title, together with the statement on the package, "Packed under the personal supervision of Lafayette Freres, Metropolitan Hospital."

A MILK BOTTLE CAP.—T. Webster & Co., Diamine House, Middle Lane, Hornsey, London, N.8, are manufacturing a combined milk cover and disc extractor, which, both by its nature and purpose, is well suited for sale through chemists. The caps are made from synthetic resin, under a hydraulic pressure of 190 tons to the inch and a temperature of 200° C., consequently they can be subjected to boiling or heat in any other form for sterilising. A spike in the centre of the cap pierces the cardboard disc and retains it most effectively.

Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

(From "The Trade Marks Journal," May 16, 1928.)

- "HEXAGON" under letters "B D C" on three hexagons, the whole on hexagonal shape ("B D C" and "Hexagon" disclaimed); for chemicals (1) and (2), medicinal chemicals (3), food colouring matters (42), synthetic perfumes (48), and for goods (50). By British Dyestuffs Corporation, Ltd., 70 Spring Gardens, Manchester. 476,720/721/722/726/728/729.
- "EMULPHOR" and "ERIDAN"; for all goods (1). By I.G. Farbenindustrie A.G., Frankfurt-on-Main, Germany. 488,549/551.
- "MERITOL"; for agricultural chemicals, etc. (2).
- "VASANO"; for remedies for sea, air and train sickness, etc. (3). By Schering-Kahlbaum A.G., 170-171 Müllerstrasse, Berlin, N.39. 488,951; 486,954.
- "QUINQUINA DUBONNET" on label device including cat and bottle ("Quinquina" "Dubonnet" and bottle device disclaimed); for quinine wine (3). By Dubonnet, Ltd., 3 New Court, Carey Street, Lincoln's Inn, London, W.C.2. 487,194. (Associated.)
- "DEWREXOL"; for a medicinal compound of malt extract (3). By The British Malt Products Co., Ltd., 1 Market Street, Bermondsey, S.E.1. 487,345. (Associated.)
- "ONZO"; for ointments (3). By W. G. Dunlop, 188 St. Vincent Street, Glasgow. 487,375.
- "DIDAKOL"; for medicinal chemicals (3). By Les Etablissements Poulenc Frères, 86-92 rue Vieille-du-Temple, Paris. 489,309.
- "REGUOL"; for medicinal chemicals (3). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury. 489,435.
- "COUGH NOT! TAKE HAYWOOD'S COUGH CURE," with picture of Puritan ("Cough Not" disclaimed); for a cough medicine (3). By S. Haywood, 36 Queensgate, Bolton. 488,540.
- "XOROX BRAND" and "BELLICOL BRAND"; for medicinal chemicals (3). By H. R. Napp, Ltd., 3 and 4 Clement's Inn, Kingsway, London, W.C.2. 490,049/050.
- "GENOCAIN," "GENOSED" and "GENOVAX"; for medicinal chemicals (3). By Genatosen, Ltd., 43 Regent Street, Loughborough, Leicestershire. 490,117/118/119.
- "TITAN"; for surgical hernia bandages (11). By A. Panetier, 3 rue des Tuileries, Commeny (Allier), France. 488,209.
- "OSHYF"; for surgical instruments, etc. (11). By O. Sinanide, 53 Sloane Street, London, S.W.1. 488,914.
- "ELTRON"; for surgical instruments, etc. (11). By T. Stiebel, 160 Reichenbergerstrasse, Berlin, S.O.36. 489,078. (Associated.)
- "HOLVIGLASS"; for surgical instruments, etc. (11). By Holophane, Ltd., Elverton Street, Vincent Square, London, S.W.1. 489,182.
- "DETORON"; for perfumery, etc. (48). By P. De Torton Harrison, 1 Bayley Lane, Coventry. 486,668.
- "SPHERE" under picture of the Globe; for powder puffs (48). By Faire Bros. & Co., Ltd., 2 Southampton Street, Leicester. 487,638.
- "DENTIFIZINE"; for tooth powder (48). By A. B. Crossley, 24 Acerrington Road, Burnley. 488,718.

Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (1s. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

Benzene hydrocarbons.—A process for the manufacture of hydrocarbons of the benzene series consisting in converting gaseous olefines by treatment under elevated pressure and temperature, with or without the aid of catalysts, into liquid hydrocarbons, and subjecting the latter to catalytic dehydrogenation. (I.G. Farbenindustrie. 261,395.)

Sulphonating Fatty Acids.—Castor oil is mixed with acetic anhydride or an anhydrous strong organic acid, its anhydride or chloride, and the mixture treated with sulphuric acid. After the acid has reacted, the solution is neutralised with soda solution and the upper sulphonated oil layer separated. (H. T. Böhme, A.-G., Chemnitz. 261,385.)

Births

Notices for insertion in this column must be properly authenticated.

BOWLER.—At Surbiton, on May 25, Doreen, wife of H. V. W. Bowler, Ph.C. (Gilmont Products, Ltd.), of a daughter.

Marriages

DUNN—CHALONER.—At St. Wilfrid's Church, Preston, on May 24, Joseph Dunn, chemist and druggist, Church Street, to Kathleen Chaloner.

GILLEGHAN—CASTELOW.—At Emmanuel Church, Leeds, on May 28, John Gilleghan, M.P.S., son of Mr. H. Gilleghan, M.P.S., Roundhay Road (vice-chairman, Retail Pharmacists' Union), to Violet H. W. Castelow, chemist and druggist, elder daughter of Mr. W. T. Castelow, M.P.S., Woodhouse Lane.

KIRKBRIDE—ATKINSON.—At the Parish Church, Windermere, on May 14, Alic Clement Kirkbride, chemist and druggist, Longsight, Manchester, to Lucy Atkinson.

ROBSON—BROWN.—On May 26, Arnold F. Robson to Marianne, elder daughter of Mr. G. A. Brown, chemist and druggist, Shildon.

Silver Wedding

GILLEGHAN—DICKINSON.—At St. John's Church, Barnsley, on May 28, 1903, by the Rev. R. Huggard, Herbert Gilleghan, M.P.S., Barnsley, to Annie Dickinson, Barnsley. Present address: 128 Roundhay Road, Leeds.

Deaths

HILL.—At his residence, 249 Beverley Road, Hull, on May 20, Mr. Thomas Hill, bottle-cleaning machinery manufacturer, aged seventy-four. Mr. Hill, who was a native of Baston, Lincolnshire, commenced business in Hull in 1884. During his career Mr. Hill took out more than forty patents in connection with machinery necessary for mineral-water makers, brewers, and others. In spite of his numerous business activities, Mr. Hill found time to follow his sporting proclivities. A lover of horses and a keen sportsman, he was a member of the Quorn, and later the Holderness Hunt. For three years in succession he won the East Riding bronze medal for skill in shooting; he also won many prizes for billiards and bowls. Mr. Hill leaves three sons and a daughter. All the sons are connected with the business founded by their father.

KINNIS.—Recently, Mr. John Kinnis, a director of Wilkinson & Simpson, Ltd., wholesale druggists, Low Friar Street, Newcastle-upon-Tyne, aged seventy-six. Mr. Kinnis is survived by three sons and a daughter. Messrs. Wilkinson & Simpson were represented at the funeral by Mr. J. Wilkinson, Mr. Munro Simpson, Messrs. Brown, Noble, Bryce and Snowball.

MCNULTY.—At his residence, 17 Barrington Street, Limerick, on May 27, Mr. Francis Michael McNulty, M.P.S.I.

NICOL.—At Seacombe, on May 24, after an hour's illness, Mr. George Henry Nicol, chemist and druggist, 73 St. Paul's Road. Mr. Nicol, who was a native of Dumfries, qualified in 1888, and commenced business in Seacombe about ten years later. He leaves a widow and two daughters.

PERKIN.—At 91 Talgarth Road, London, W.14, on May 24, Mr. Frederick Mollevo Perkin, C.B.E., Ph.D., F.I.C., third son of the late Sir William H. Perkin. Mr. Perkin specialised in electro-chemistry and the technology of oils. He was the author of text-books on inorganic chemistry, the metric system, and other subjects; he also contributed numerous monographs to the proceedings of scientific societies.

SMITH.—At East Sheen, London, S.W.14, on May 15, Mr. John Smith, chemist and druggist. Mr. Smith qualified in 1896.

SMITH.—At 21 Grimston Gardens, Folkestone, on May 24, after a long illness, Mr. Walter Smith, senior partner of Clarke and Smith, produce importers, 155 Fenchurch Street, London, E.C., aged seventy-one. The late Mr. Smith came to the City in 1871 when he entered the employment of the merchant firm of Finger and Freimount. Together with Mr. Arthur Leslie Clarke he founded the firm of Clarke & Smith in 1879, and during the course of forty-nine years they built up a produce importers' business which to-day stands as high as any in Mincing Lane for integrity and straightforward dealing. Mr. Smith had many friends, not only in the City, but also in India, East, West and South Africa, the United States and the Continent. His firm first opened its office in Great Tower Street, but later removed to 40 Eastcheap, where they were located for thirty-seven years, and it was only recently they removed to 155 Fenchurch Street. In recent years Mr. Smith was a churchwarden of St. Margaret Pattens, Eastcheap, where a memorial service was held on May 30. The business will be carried on by Mr. Smith's son, Mr. J. Bamford Smith, who has been with the firm for twenty-six years and a partner since 1909.

THOMAS.—On May 4, of heart failure, Edith Anne, the wife of Mr. H. W. Thomas, M.P.S., F.C.S. (managing director, Smith, Stanistreet & Co., Ltd., Calcutta).

WALLACE.—Recently, Mr. William Wallace, chemist and druggist, 41 Princes Street, Ardrossan. Mr. Wallace, who qualified in 1886, carried on business in Ardrossan for more than thirty years, and had latterly opened a branch at Saltcoats.

WILSON.—At his residence, 9 Milner Road, Glasgow, on May 21, of pneumonia, Mr. George Wilson, senior representative of Vinolia Co., Ltd., London and Bebbington. Mr. Wilson was with Vinolia Co., Ltd., for over twenty-four years.

Wills

MR. JOHN SCOTT, 33 Bideford Gardens, Whitley Bay, Northumberland, chemist and druggist, left £4,186 net personalty.

MR. NATHAN GEORGE BECK, of 11 Church Road, Burgess Hill, Sussex, chemist and druggist, left estate of the gross value of £5,989, with net personalty £3,012 4s. 3d.

MR. ARTHUR LLEWELLYN FRANCIS, of Bod Arthur, St. Asaph Road, Dyserth, Flint, and formerly of Norman Villa, Norman Road, Wrexham; Denbigh, chemist and druggist, who died on March 31 last, aged fifty-eight, left estate of the gross value of £3,950 15s. 9d., with net personalty £3,029 6s. 6d.

MR. VINCENT WHITTENBURY MEACHAM, of The White House Farm, Leighton, near Shrewsbury, Salop, retired chemist and druggist, who died January 12 last, aged sixty-six years, left estate of the gross value of £9,581 1s. 10d., with net personalty of £9,422 18s. 2d. Probate of the will has been granted to Alfred John Harding, C.B.E., of Culver, Overton Road, Sutton, Surrey, civil servant, and Charles Briscoe Masefield, of Ledbury, Hereford, solicitor. The testator left his property to his children in equal shares.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

H/185. Genuine oil of wheat (for the treatment of ringworm)	E/305. Sydney Ross Co., of America (agents here)
M/295. Spiro tooth-brushes	E/215. Winstead's lax. phos. with pepsin

Observations and Reflections

By Xrayser III.

Pharmacopœia Revision

in this country should henceforth be conducted in a more satisfactory manner generally, if the proposals of the Subcommittee of the Committee of Civil Research (*C. & D.*, May 26, p. 663) are fully acted upon. The proposed Selection Committee would adequately represent the different interests which are primarily concerned in the production of the British Pharmacopœia, and, provided the right persons be selected by the various bodies as representatives, it would also be well balanced. It would, of course, be essential that all the persons nominated should be prepared to act and not be content to occupy a more or less ornamental position. They should also, preferably, be personally acquainted with the right people to be appointed upon the Pharmacopœia Commission. It is all to the good that representation of particular interests upon the latter body is deprecated, as ability and experience should undoubtedly constitute the sole qualifications for appointment. The main points of the Pharmaceutical Society's evidence commend themselves to me as being sensible and of a distinctly practical nature. In particular, I like the idea of revision work proceeding continuously, so that there shall not be a big mass of arrears to deal with when the time is ripe for the definite commencement of preparations for the publication of a new Pharmacopœia.

It is Gratifying,

naturally, to the President of the General Medical Council that it has not been considered necessary to suggest making any alterations in the existing law relating to the preparation or publication of the British Pharmacopœia. Not improbably, it is safe to assume that this non-recommendation of drastic measures of reform was largely due to the conciliatory manner in which such alterations as were considered both necessary and desirable were agreed to by Sir Donald MacAlister and his colleagues on the General Medical Council. Retention of control by the Council can apparently be saved by agreement to yield such important points as the setting up of a Selection Committee and a Pharmacopœia Commission, and there can be little doubt that control will be thus retained by judicious yielding to the force of circumstances. But all the old abuses attaching to the method of appointing a Pharmacopœia Committee exclusively from the members of the General Medical Council, and only allowing other persons to share in the work of revision in a subordinate capacity, will have been swept away, so no one whose opinion counts is likely to be troubled, because the nominal control may rest where it does.

The Drug Trade Appeal Fund

trustees have taken part in one appeal during the past two years (*C. & D.*, May 26, p. 647), and in so doing were partly influenced by the fear that an adverse decision might have an embarrassing effect on the sales without a licence of B.P. quinine wine and other *bona-fide* medicated wines, presumably by chemists. This is not a record that can truthfully be described as wonderful, but it is to be noted that the accounts of the Drug Trade Appeal Fund show an excess of expenditure over income. Meanwhile, those who attended the biennial meeting recommended the trustees to postpone further action in the matter of medicated wines. And I think that not unwise. If we were to concentrate upon matters of principle which are involved in these attacks, any beneficial results secured might be of a more enduring nature than could be obtained in connection with sales of medicated wines.

That Adhesive Annelid,

the leech, appears, from a note in your French News, to be still in demand in Paris. Some time ago I referred (*C. & D.*, 1925, II, 621) to the decrease in the employment of these creatures, as well as to the difference in the quantities used in France and

in Great Britain. The former country seems to have a predilection for them, perhaps because they are cultivated there and, at least at one time, have proved to be a very profitable crop. The medical literature dealing with leeches is somewhat scanty as far as England is concerned, but the French writings have been comparatively voluminous. From the sixteenth century down to the middle of the nineteenth century not less than seventy publications on this subject saw the light in Europe. Of these, perhaps six will represent the contribution of Great Britain. One of the most interesting of them is a little treatise of about 150 pages which appeared in 1822; a copy of this came into my hands some time ago. It is a comprehensive little book, as may be gathered from its title-page, which is typical of that period. Dr. Rees Price, its author, calls it "A Treatise on the Utility of Sangui-suction, or Leech Bleeding, in the Treatment of a Great Variety of Diseases, including the Opinions of Eminent Practitioners, Ancient and Modern; with Instructions for the Process of Leeching."

"Leeching,"

says Dr. Price, has been regarded from remote times as a valuable means for "the sub-duction of disease"; but it has never been very popular here. The author said that in his day it had not "obtained in England the free and almost unlimited extension as on the Continent [*sic*]; and," he says, "it is even a matter of reproach that our partiality for the lancet has thrown into some degree of neglect this useful auxiliary to depletory measures." Whether this is the complete explanation of the neglect of which he complains seems a little doubtful. In the works of medical treatment now in use it is not easy to find instructions for the employment of these agents; therefore one cannot speak with confidence, but I am under the impression that they have not, in recent years at all events, been applied in the numbers which are prescribed in this manual. For instance, Dr. Price tells of cases treated at two Paris hospitals where "sangui-suction," as he calls it, "was conducted on a liberal scale; for, I find, mention made of the application of a 'swarm of leeches,' 'a cordon,' 'a cluster,' etc., with much familiarity. In one case twenty-four leeches were applied at one time *behind the ears alone*; and, in a case which arose from obstructed menstruation, fifteen to the pudendum and the like number to the neck. In other cases, twenty-four were applied to the neck, forty-eight to the spine, etc." Dr. Price himself recommends that in cases of gastritis, "to an adult of moderately strong constitution, twenty or thirty may be applied to the pit of the stomach." I may be that sangui-suction has fallen into desuetude because of the lack of enterprise on the part of our physicians in carrying it out.

Dr. Price

gathered into his practical handbook very much information about the leeches, their habits, methods of keeping them as well as the modes for their application. He pointed out that they are very susceptible to foreign scents and effluvia, and suggested that the chemist's shop is "an improper situation for them." This author had a taste for unusual words. His "sangui-suction" has eluded the scouts of the O.E.D., as have also two other words of his coinage, namely, "conglugate," almost in the sense of conglutinate, and "gutation," meaning a process of dropping. Altogether it is a curious and interesting book.

BUREAUCRACY AGAIN.—Darlington Chamber of Trade has passed the following resolution:—"The members of the Chamber view with alarm the action of the municipal council in granting large increases in the salaries of officials during a period when trade is abnormally depressed and tradesmen are faced with increasing liabilities on every hand. The members of the Chamber fail to see why these advances should be granted at a time when skilled and unskilled workmen (including Corporation employees), on whose purchasing power the tradesmen are mainly dependent for their livelihood, are having their wages reduced because of a fall in the cost of living."

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Editorial Articles

The Finance Bill

THE politicians whose function it is to criticise the budgetary proposals of a Chancellor of the Exchequer find themselves on the present occasion in a position of exceptional difficulty. It is only when the Chancellor's scheme is bodied forth in the Finance Bill of the year that his opponents can as a rule see an adequate target at which to launch their objections. And as regards this, Mr. Churchill finds himself in the fortunate position that the measure of rating reform, which was admittedly the central idea of his Budget, will not come before Parliament until the opportunity will have passed for criticising the fiscal proposals on which it must rest. This does not mean that the Finance Bill has not a good deal which is interesting and even controversial. The duty imposed at the rate of 4d. per gallon on hydrocarbon oils has been criticised not only by those interested in motoring, but also by the champions of those who use kerosenes, and already a concession has been made of the duty to which these would otherwise have been subject under the Bill. As originally conceived, the duty would have been charged on petroleum oils, coal tar and oils produced from coal shale, peat or any other bituminous substance, and all liquid hydrocarbons. As is the rule in such cases, provision is made for the repayment of the duty by way of drawback where the oil is exported or shipped for use as stores, or taken as fuel by any aircraft on a voyage to a place outside the United Kingdom. At the same time, as some concession to the motor user who will use the taxed oil, a modification is made in the rates of duty charged on mechanically propelled vehicles. New scales of import duties are fixed on raw sugar as a concession to the British refining industry. The small duty of one shilling a gallon imposed by the Act of last year on home-made wines, "sweets," is proposed to be raised by the Bill to 1s. 6d. a gallon. A duty of 6d. each on every mechanical lighter imported into or made within the United Kingdom and a Customs protective duty of 33½ per cent. on all buttons imported complete the category of Customs and Excise duties for which the Bill provides. The changes in income tax, though small, are of much importance, because of the numerous class of persons likely to be touched by them. The allowances to be made from taxable income in respect of children are raised by the Bill from £36 for a first child and £27 for any subsequent child to £60 in respect of the first and £50 for any subsequent child. Moreover, the allowances are to be granted in future in any case in which the child was living at any time within the year of assessment, and not, as had hitherto been the case, only when the child was living at the commencement of the year of assessment. It is calculated that this concession will affect some 650,000 heads of families. One other provision of the income-tax clauses of the Bill deserves notice for what it indirectly implies. Section 28 of the Finance Act, 1923, granted an increased scale of allowances for repairs to properties assessed, with a view to meeting the increased cost in labour and materials of the work done, and the operation of this was to cease as from April 5 of the current year. The Bill extends this concession to

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April 5, 1933, a fact which may be understood to mean that it is expected that by that time conditions will have returned to the state in which they were before the war. Two other income-tax provisions of the Bill call for notice, if only for their welcome significance. An agreement, which is given at length in the Schedule, has been entered into with the Irish Free State by which relief is given to persons who would otherwise be liable to double taxation in respect of British income tax and Irish Free State income tax. The spirit in which this agreement is entered into justifies the hope that the Free State would not encourage such a system of tax-dodging as recently disclosed itself in connection with the Channel Islands. The other provision of note is that contained in Clause 13, which exempts from income tax as well as from death duties property left as gifts upon trust for the reduction of our National Debt. Anything which indicates a disposition on the part of wealthy members of the public to contribute to ease the burden which the National Debt places on the community may be accepted as a ray of hope in our present state of industrial gloom. The greater part of what remains of the Bill is taken up with the recasting of the Sinking Fund. The new scheme, which, by the way, is chiefly a resuscitation of one which had been in force some forty years ago, is likely to meet with a favourable reception, as it provides for a substantial annual reduction of debt without any perceptible addition to the burden of the taxpayer. It has to be kept in mind, however, that a scheme of this kind, whatever its merits, is not immune from rescission or change by any Chancellor or Parliament of the future. So much for what the Bill contains. As has been said, the proposals of Mr. Churchill, which might in the ordinary course be expected to evoke hostile criticism, are not at the moment up for review. The rating reform scheme must be provided for by a Bill which is promised for a later date in the Session, and it is not anticipated that the changes proposed can come into operation until about eighteen months from now. The position as regards the other controversial point is somewhat similar—the proposal to hand over to the Bank of England the power to issue the pound and the ten-shilling notes at present exercised by the Treasury. This is being dealt with in a separate Bill, upon which the attention of the small body of financial experts is likely to be focused, to the relief of the main Budget proposals of the Chancellor.

Key Industry Chemicals

OUR readers will recall the introduction in 1921 of the Safeguarding of Industries Act. At that time there was considerable discussion and a great deal of litigation regarding the correct interpretation of the term "fine chemical." The Board of Trade had the onerous task of compiling a list of dutiable articles which, amongst other classes of goods, was to include "fine chemicals." In due course their list was issued, and contained some 6,000 chemical products. Under Section 1 (5) of the Act provision was made for interested parties, whether makers or importers, who considered that any chemical had been improperly excluded from, or included in, the Board of Trade's list to have the matter submitted for decision by a referee appointed under the Act for that particular purpose. During the first two years of the Act a number of important cases, lasting several days, during which technical experts gave their views and counsel argued for and against the issue, were dealt with by the Referee (Mr. Cyril Atkinson, K.C.), and some of the most important centred round the interpretation of the term "fine chemical." It was agreed on all sides that there is not and cannot be a clear-cut definition of such a term as "fine chemical" as distinct from "heavy" or industrial chemicals, but there are certain

tests which, if applied to any product, give a fairly reliable and sound guide as to whether it is a "fine" or "heavy" chemical. For instance, the kind of plant used; the size of the batch produced; the amount of skilled or unskilled labour necessary in the process of manufacture; purity and impurities; size of packing (bottles, bags, casks, drums, etc.); if sold by the ounce, pound, hundredweight or ton; price: trade custom and the chief use of the product. All these points have to be taken into account. As an illustration, let us take a product which is made in small quantities under skilled supervision and entailing the use of costly and intricate plant: is packed in bottles or in tin canisters; sold by the ounce or pound; is a product of standard purity and consumed for laboratory, pharmaceutical or similar purposes. There you have, we believe, a typical "fine chemical." A number of admittedly fine chemicals would not pass all these tests, but generally they would pass most of them. Tests such as we have outlined were applied to the cases heard in 1921 and 1922, and they had become the generally accepted basis for defining "fine chemicals" as distinct from "heavy" chemicals. For some years there have been no further appeal cases, and in the meantime the Referee had resigned, having been elected to Parliament. A new Referee was appointed, Mr. A. A. Hudson, K.C., who, under a provision of last year's Finance Act, was in future to be assisted by two assessors. About March 1927 a complaint was lodged with the Board of Trade that calcium biphosphate (baking-powder quality) had been improperly excluded from the list of articles chargeable with duty, it being claimed that it should be included as a "fine chemical." In January of this year the hearing of the case was commenced, but owing to indisposition of the Referee the proceedings were not concluded till last week. The usual methods were adopted, both the applicants and the opponents being represented by counsel and both bringing forward expert technical and trade witnesses. Previously decisions had always been deferred after the hearings had concluded and were given later in the form of considered and logical findings leading up to the Referee's final decision as to whether the product in question was or was not entitled to be called a "fine chemical." In this instance, immediately counsel had concluded their final speeches it was announced that a decision would be given at once. The decision was to the effect that "calcium biphosphate (baking-powder quality) was to be included in the list of articles chargeable with Key Industry Duty." No reasons or grounds in support of this decision were given, and there is no mention that it is to be included in the list because it is considered to be a "fine chemical." Here are the bare facts as brought out in the course of the hearing. Calcium biphosphate (baking-powder quality) is made in large batches: the plant is certainly a "heavy" chemical plant; usually unskilled labour is employed in the process of manufacture; it is not a standardised product; it contains, among other impurities, up to 10 per cent. of calcium sulphate: the usual packing is in bags or barrels; it is mostly sold in one up to 50-ton lots at a price of about £50 per ton, carriage paid. This is the product that has been ruled to be a "fine chemical." It might well be asked "What chemical is not a fine chemical?" rather than "What is a fine chemical?" While we leave it to our readers to judge for themselves whether calcium biphosphate is in fact in any degree a fine chemical, we believe we are correct in stating that not ten pounds, possibly not ten ounces, out of the hundreds of tons manufactured and imported annually are used in research work, in the manufacture of pharmaceutical preparations or other purposes to which "fine chemicals" are usually put. The decision in this case is, according to the Act, final

and conclusive and there is no appeal. Nothing but an Act of Parliament can alter it. We are given to understand that the Council of the British Chemical and Dye-stuffs Traders' Association take a very serious view of the whole position now likely to arise under the Safeguarding of Industries Act. When the Board of Trade removed calcium biphosphate from their list of scheduled articles following the cream of tartar decision of Mr. Cyril Atkinson, K.C., a number of other substances were also removed and the inquiry which has just closed was more or less a test. The result will be that a number of other substances will have to be reinstated in the list, and so serious does the Association regard the outlook that a special meeting is to be called to decide upon future action.

Westminster Wisdom

Notes on Parliamentary Matters.

NATIONAL HEALTH INSURANCE

The Minister of Health (Mr. N. Chamberlain) informed Mr. Day, on May 24, that the number of persons entitled to benefits under the National Insurance Acts at December 31, 1927, in England and Wales, was approximately 14,260,000, of whom 9,210,000 men and 4,620,000 women were on the registers of approved societies. These numbers are exclusive of persons over 65 years of age who ceased on or before January 2, 1928, to be entitled to sickness and disablement benefits.

STRYCHNINE FOR DESTROYING VERMIN

The Home Secretary (Sir W. Joynson-Hicks), replying to Major Glyn, on May 24, stated that no representation had been made to him regarding the danger of using strychnine for destroying rooks and other vermin. The use of poison for the destruction of rooks or any vermin other than small ground vermin is an offence against the Protection of Animals Act; and when poison is used for the destruction of small ground vermin, reasonable precautions must be taken to prevent injury to domestic animals. The sale of strychnine is already regulated by the Pharmacy Acts.

SHEEP DIPS

Mr. Guinness, replying to a question addressed by Mr. W. Thorne to the Home Secretary, on May 23, stated that to the best of his knowledge there are no Home Office Regulations regarding either workers who are engaged in the manufacture of sheep dips or those engaged in dipping sheep. There are no Home Office Regulations or instructions given to persons who purchase sheep dip, the sale of which is governed by Regulations made by the Privy Council under the Poisons and Pharmacy Acts. In addition, the Ministry, under the Sheep Scab Order of 1928, requires that all packages containing dips must be labelled with a label approved by the Ministry. These labels state the proportion in which the dip should be mixed, and if it contains arsenic, the fact must be mentioned.

ADVERTISEMENTS

Captain Crookshank asked the President of the Board of Trade, on May 23, if he will consider setting up a committee to investigate the limits within which advertisers should be allowed to make appeals to the public regarding the quality and nature of the goods which they seek to sell, and to consider the advisability of setting up some national system of standard for goods purchased by Government Departments, the research in which might also be made available for the general public?

Mr. H. Williams: My right hon. friend, as at present advised, does not see his way to appoint a committee for the purpose indicated in the first part of the question. As regards the second part, the standardisation, so far as practicable, of goods purchased by Government Departments has been proceeding steadily for a considerable time, but I doubt if the specifications would as a rule be of interest to the general public.

Pharmaceutical Society of Great Britain Branch Meetings

Edinburgh.—The annual general meeting of the Edinburgh and South-Eastern Scottish Branch was held on May 9, Mr. David Harley (chairman) presiding. Mr. Arthur Cairns (secretary) submitted the annual report and treasurer's statement, from which it appeared that three meetings of the Branch had been held. The financial statement showed a satisfactory balance in hand. It was reported that in the prize essay competition for the Branch the first prize, consisting of a copy of the British Pharmaceutical Codex, was presented to Miss A. McLeod Bertram, pupil of Mr. George Innes, and the second prize, a copy of the British Pharmacopœia, was presented to Mr. A. N. Fleming, pupil of Mr. W. M. Ferrier. It was reported that two of the essays were by apprentices not student-associates of the Society. The essays were of a very high standard. The following were elected office-bearers for 1928-29: *Chairman*: David Harley, Musselburgh; *Vice-Chairman*: William Baillie, Peebles; *Secretary and Treasurer*: Arthur Cairns, 71 Warrender Park Road, Edinburgh; *Members of Committee*: Margaret G. Roag, Edinburgh; John Dall, Edinburgh; D. B. Dott, Edinburgh; James Ferrier, Falkirk; James S. B. Heddle, Leith; W. G. McNab, Gorebridge; John Muir, Edinburgh; Peter Nisbet, Leith; Isabella A. Purdie, Edinburgh; and Thomas Wilson, Buntisland. Mr. William Baillie, vice-chairman of the Branch, opened a discussion on *The Training of an Apprentice*. He said the shop hours, the fear of indentures and the increased cost of qualifying under the new regulations made it increasingly difficult to get youths as apprentices, while, on the other hand, increased competition and the general hustle in business made many employers do without apprentices rather than take the time and trouble to train them. There was a grave danger underlying these new conditions, making it incumbent upon those who have apprentices to give them the best possible chance. If it were practicable to make all indentures of four years' duration that would be a great advantage. There were at least eighty preparations in the British Pharmacopœia in common use and about half as many again in occasional use that could be made in the open pharmacy without the use of unusual apparatus and on an economic basis. To have a laboratory experience as well was a distinct advantage. Dr. George Coull dealt specially with the question of the training of apprentices in the laboratory of a wholesale house as meeting examinational requirements. This subject had recently been dealt with by Mr. J. H. Franklin, and he was in practical agreement with Mr. Franklin. There were three conditions to be complied with in the recognition of training in the laboratory of a wholesale house: (1) The place and course of training to be approved by the Council of the Pharmaceutical Society; (2) training to be carried out under the direct supervision of a qualified pharmacist holding the position of laboratory manager; (3) the apprentice to serve 1,000 hours in a retail pharmacy, in addition to the usual period of three years' apprenticeship in the laboratory of a wholesale house. The number of galenicals made in the ordinary retail pharmacy was small compared with the number made in the wholesale laboratory. For this reason the average man trained in a retail pharmacy was not sufficiently experienced to undertake the work of a wholesale pharmaceutical laboratory. They ought to be able to provide a means by which the carrying on of pharmacy in the wholesale as well as in the retail would remain in the hands of duly registered pharmacists, who would be members of the Pharmaceutical Society, and that they would run no risk of handing over the carrying on of pharmacy in the wholesale department to other persons than pharmacists. The reading of these papers was followed by a discussion taken part in by Messrs. Harley, Dott, Ferrier, Stout, Blackie, Hunter, Kerr, Currie, Blair, Wilson, Dryerre and Hill. The general feeling of the meeting appeared to be in favour of a four years' apprenticeship and of the recognition of a satisfactory training in the laboratory of a wholesale house as meeting the examinational requirements.

Making Perfumery in South Africa

It is not merely the beautiful climate of South Africa that makes one contrast the Union with the Motherland. Chemists and perfumers at home are painfully aware of the attitude of the Revenue authorities towards the use of alcohol. There is extreme doubt as to whether the Chancellor of the Exchequer would even be satisfied with a duty of 7s. 6d. per proof gallon. When such an authority as Sir Arbuthnot Lane says that alcohol is a better food than meat (Scots knew that long ago), one would think that the Chancellor would have some consideration for a staple food. However, 7s. 6d. per proof gallon is all that the Union Government collect for the use of alcohol, provided a permit entitling a manufacturer to rebate has been obtained from the Customs and Excise authorities. The cost of rectified spirit *plus* full duty, and of a strength 69.2 o.p., is but 24s. per gallon, so it is not very expensive to be entirely free from Government supervision. Keen competition, however, makes it necessary to take advantage of any privilege offered. A permit must be obtained for the use of the spirit, and to manufacture under rebate formulas have to be submitted to the Board of Customs and Excise. But there is a vast difference between the denaturants required by them and those sanctioned by the Board at home.

With one exception, all that is required is 3 per cent. of any essential oils (the formula need not contain any bitter principle); the exception is bay rum, and this has to be made with tincture of quassia, whatever the content of spirit. The amount of essential oil will naturally be exceeded in any scent formula with any claim to quality. There is no industrial spirit in the Union. Spirit is delivered in 50-gallon drums, and any amount may be stored. When wishing to manufacture, the officials have to be duly informed, because an officer has to be in attendance to supervise the tapping of the drums, and the whole 50 gallons must be used at one time. Not less than a gallon can be used for any formula. The officer must be told which formulas are to be compounded and the quantity of spirit it is proposed to use in each. He checks each drawing and sees that the denaturants or other constituents are added to the spirit in its container, but is not concerned about the addition of water, if any. The officer is authorised to ask for a sample of any spirit *plus* denaturant, etc., if he wishes. For tincture of quassia a period is, of course, allowed for maceration before a sample is requested. Any preparations of a medicinal nature can be manufactured under rebate, but to receive it the process must be under the direct supervision of a qualified chemist at the time of manufacture, whether wholesale or retail. That will gladden the hearts of those who have the interests of pharmacy at heart, and shows the folk at home how to do it.

Although not customary, a charge of 4s. 6d. an hour (first hour allowed) can be made by the Excise for the services of the officer, and the duty can be collected by him. A form showing how the spirit has been used has to be completed and signed by the person (perfumer or chemist) who is responsible for the particular formulas; it has to be signed under oath, but where the chief officer is a commissioner for oaths (it sometimes is so) the form is accepted by him. The spirit is of good quality; that mostly in use is made from molasses and is as good as the English product. Towards the end of the season grape spirit is marketed, but is not quite so good as the Continental variety. We have the eternal coloured question with us, and if 3 per cent. of essential oils is deemed sufficient to stop abuse of immature spirits, the attitude taken up by cranks in England is very difficult to understand.—C. DENBY DAY (11/4).

A HERBALIST'S INCOME.—During the hearing of a case in Bow County Court on May 4, the plaintiff said that the defendant, her husband, sold pills, herbs and medicines in the market places of England, and "easily" earned £10 a week.

New Zealand Dispensing List

We are indebted to Mr. W. H. Saunders, chairman of Ayrton, Saunders & Co., Ltd., Liverpool (who wrote from Wellington, N.Z.), for a copy of a list of minimum dispensing prices issued by the Chemists' Defence Association of New Zealand, Ltd. Mr. Saunders sends the following appreciation of the Colony:—

"I have spent several weeks wandering about New Zealand, and I am touched and delighted at the loyalty, devotion and love displayed towards the 'Old Country' (as it is affectionately termed, everyone calling it 'Home') by all with whom I came into contact. I was particularly moved by seeing in every town, nay, in every village, I motored through a memorial to the local heroes who gave their lives to the Home Country in the war. Simply because I came from the 'Old Country,' kindness, courtesy and hospitalities of every kind were generously showered upon me. They also show their loyalty in a practical form: the value of goods imported from Great Britain for the year ended March 1928 per head of the population is for New Zealand £14 16s. 5d., India being 4s. 11d., Canada £2 16s. 1d., Australia £9 16s. 6d., South Africa £3 19s. 7d., whilst Russia comes out at 9d.

"May I hope that, should any of your readers be contemplating an extended tour, they should try to include New Zealand? The scenery is unsurpassed, the hotels excellent, the climate ideal, with the finest fishing and shooting in the world. The Government Tourist Bureau are anxious and glad to give information and help free of charge; and last, but by no means least, the people charming and friendly. Having travelled twice through the country, I know it well, and shall be more than delighted to be of service or give information to any who purpose visiting our most southern colony."

The dispensing list of minimum prices is prefaced by a note explaining that, when it is not applicable, 50 per cent., *plus* 1s. 6d. dispensing fee, should be added to the cost price of ingredients and container. The minimum prices for mixtures are as follows:—

		1 dr. child	1 dr. adult	2 dr.	4 dr.
2 oz.	..	2/6	3/-	2/6	2/6
3 "	..	3/-	3/-	3/-	2/6
4 "	..	3/6	3/6	3/-	2/6
6 "	..	4/6	4/6	4/-	3/-
8 "	..	5/6	5/6	5/-	3/6
10 "	..	—	—	6/-	4/6
12 "	..	—	—	7/-	5/6
16 "	..	—	—	8/6	6/6
20 "	..	—	—	10/6	9/-

8 oz. 2 tablespoonfuls 3/-

Among other items are:—*Liniments*—2-oz., 2s. 6d.; 4-oz., 3s. 6d. *Pills and Tablets*—12, 1s. 6d.; 50, 3s. 6d.; (*specially prepared*)—12, 2s. 6d.; 50, 5s. 6d.). *Lotions, Gargles and Mouth Washes*—4-oz., 2s. 6d.; 8-oz., 3s. 6d. *Suppositories*—6, 3s. 6d.; 12, 5s. 6d. *Powders*—6 (*adult*), 2s. 6d.; 12, 3s. 6d. *Ointments*—1-oz., 2s. 6d.; 4-oz., 4s. 6d. (*eye ointment, minimum*, 2s. 6d.). *Capsules* (*specially filled*), 12, 3s. 6d. The list also includes instructions for charging for making up recipes, the procedure for dispensers' additions to prescriptions, and the fees for night work.

LAVISH PRESCRIBING.—A letter to the "British Medical Journal" of May 12 on the subject of panel prescribing, written by an East London medical man, includes the following remarks:—

"Apropos of this, we would expect that such centres of learning as the great London hospitals would take the lead in giving non-medicinal treatment when possible. This, however, does not seem to be the case. Quite recently a lady who consulted the out-patient department of a hospital complaining of symptoms which, she was told, indicated "nothing serious," was given three bottles of medicine, one to be taken on rising, another before food, and the other after food. Owing to careless labelling the lady had no idea which to take first; she guessed, but as she vomited the meal concerned she concluded that she may have been mistaken. Finally, she brought the three bottles to her own doctor for an opinion. This is not an isolated instance."

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

ENGLAND AND WALES

Local Reports

Cardiganshire.—At a meeting of the Insurance Committee on April 27, a communication from the Welsh Board of Health with reference to a prescription filled in by a chemist and afterwards signed by a doctor, was read, stating that the department decided not to take action beyond warning the chemist and doctor that they would take a grave view of any recurrence of the irregularity in connection with the supply of medicines to insured persons. The Finance Committee approved of payments amounting to £169 5s. 8d. to panel chemists in respect of the months of November and December, 1927, and January and February 1928, and £1 4s. 5d. as balances in respect of the period from August 1 to December 31, 1927. The report was adopted. The Pharmaceutical Service Subcommittee's report included a resolution that a circular letter be adopted and copies issued to all panel chemists in the area, stating that the attention of the Insurance Committee had recently been drawn to the fact that in many cases alterations and additions had been made either by chemists or by their assistants to prescriptions issued by Insurance practitioners on the official form. It was not open to the chemist to alter, or add to, the quantities or ingredients ordered by the practitioner, and if he did so he was guilty of a serious breach of the terms of his contract. In case of any doubt as to what the practitioner intended to be supplied the chemist should communicate with the practitioner before dispensing, and if any alteration was necessary it should be made by the doctor. Any prescription for "Rep. Mist." should also be referred back to the practitioner by the chemist. Colonel B. Taylor Lloyd, chemist and druggist, said that chemists were under no obligation to communicate with the doctor, and reminded the Committee that there was no provision to meet such expenses. As an amendment he moved that instead of the words "the chemist should communicate with the practitioner" they insert "the prescription should be referred back to the practitioner." It was decided to refer the whole matter back to the Pharmaceutical Committee, with the suggestion made by Colonel Lloyd.

Cornwall.—At a meeting of the Insurance Committee on April 25, it was stated that a chemist who was asked to attend a meeting had replied: "I haven't the slightest intention of appearing before the Committee at any time. I do this because of the quite unfair methods adopted, and also because I refuse to accept the conclusions arrived at. It would seem very much more to the point if the Insurance Committee would see that their accounts were paid in full before launching out in such directions as the complaint referred to." It was recommended that the case be laid before the Minister of Health for advice. A semi-official communication from the Ministry stated that removal of the chemist could only be effected after an inquiry, under the regulations, which was an expensive procedure, only adopted in exceptional cases. The feelings of the Committee were appreciated. The matter was referred back to the Subcommittee.

Coventry.—At a meeting of the Insurance Committee on April 30, it was reported that in consequence of the Boundary Extension Act complication existed with regard to some of the dispensary patients. There was a number of patients who still required their dispensing done by their own doctors, as they did not reside sufficiently near a pharmacy. The Committee had decided that where people resided more than a mile in a rural area from the nearest chemist they should receive their medicine from the doctors. This proposal would have effect for the current quarter, and then the Committee would again scrutinise the matter. Owing to the extension of the city, an additional 10,256 insured persons have been added to the list.

Devon.—A meeting of the Pharmaceutical Committee was held at Exeter on April 25, Mr. W. W. Pine presiding. The reports of the Central Checking Bureau for August to October were approved, and the report

of the Pharmaceutical Services Subcommittee was received. A copy of a letter reminding certain doctors of the regulations affecting "Urgent" prescriptions was received from the Insurance Committee.

Dorset.—At a meeting of the Insurance Committee on April 24 it was reported that chemists had been paid £1,680 16s. for the past quarter, and that for 1927 the payments to chemists amounted to £7,425 14s. 8d. For December and January, 18,827 prescriptions were dispensed at an average cost of 8.751d.

Essex.—The quarterly meeting of the Insurance Committee was held on April 24. The Finance Subcommittee reported that provision was made in the final settlement for the year 1927 for the payment to practitioners at the rate of 1s. 3d. per annum for every hundred persons in respect of the supply of drugs and appliances, the amount due being £160 14s. 2d. The Panel and Pharmaceutical Committees had submitted a statement of their administrative expenditure for the year 1927, amounting to £350 10s. 4d., together with an estimate of their administrative expenses for 1928, amounting to £540. It was recommended that the sum of £350 10s. 4d. be paid to the Panel Committee. The Medical Benefit Subcommittee submitted, *inter alia*, the following statistics:—

	1922	1926	1927
No. of persons on panel	224,607	256,559	272,183
No. of prescriptions issued ..	743,801	1,081,679	1,270,982
Total cost of prescriptions ..	£28,416 16s. 3d.	£40,564 11s. 9d.	£46,359 15s. 4d.
Av. dispensing fee per prescription ..	4.89d.	4.42d.	4.43d.
Av. total cost per prescription ..	9.09d.	8.99d.	8.76d.
Av. total cost per person ..	30.4d.	37.97d.	40.96d.
Frequency ..	3.31	4.18	4.67

Exeter.—At a meeting of the Insurance Committee on April 26 the Medical Benefits Subcommittee reported that a *locum tenens* to a panel practitioner prescribed with directions for internal use a mixture that was a liniment for external application. The chemist detected the error, supplied the liniment in a poison bottle, and told the doctor, who promised to call and correct the error, but failed to do so. The papers were forwarded to the panel practitioner for his information as to the action of his deputy and to afford him the opportunity of giving any explanations. These were received, and the clerk was instructed to forward them to the Ministry of Health. At a subsequent meeting of the Subcommittee a reply was read from the Ministry to the effect that under the terms of service the panel practitioner was responsible for any acts or omissions on the part of his temporary deputy. The Subcommittee passed a resolution that they view "with serious concern the facts in this case, but are unable to formulate any specific action personally against the panel practitioner, and recommend that the Ministry be requested to take such steps with respect to the deputy who was employed in this matter as will tend to safeguard insured persons in future." In the course of discussion it was stated that the panel doctor was ill, and obtained the *locum tenens* in question, who came with good credentials, through a recognised agency. It was stated that the panel doctor had acted in good faith, but if the mistake of his deputy had not been detected by the chemist the consequences might have been serious. The Committee resolved that the resolution passed by the Medical Benefits Subcommittee should be forwarded to the Ministry of Health.

London.—A meeting of the Pharmaceutical Committee took place on May 15, Mr. D. A. Rees (chairman) in the chair. The report of the Central Checking Bureau for the month of December 1927 showed that the margin of error in pricing was 0.04 per cent. The Standing Subcommittee reported that they had carefully examined the statistics relating to prescriptions issued during the month of February 1928 by doctors in the ten Metropolitan Boroughs south of the Thames. The requisite number of cases were selected for investigation and report. After considering letters from the R.P.U. on the question of payments and discounting, also further information on the investigation of prescribing, the Committee reviewed the present position, and having regard to the action taken in

the London area they considered that there was evidence of some improvement. The secretary reported, *inter alia*: Particulars of a complaint regarding the alteration of certain scripts by someone other than the doctor or chemist, and that details had been submitted to the Insurance Committee for investigation. That a copy of the Medical Benefit Amendment Regulations (No. 2) 1923 was received from the Ministry of Health. That as a result of the action taken through the Panel Committee considerable improvement has been observed in the legibility of several doctors' prescriptions and signatures. On other items dealing with the efficiency of the Pharmaceutical service, including the alleged inadequacy of the service in a West London district, full information was sent to the Insurance Committee as to the service available in the district concerned, which is quite adequate for the reasonable requirements of insured persons. The Chemists' Service Subcommittee reported on six cases under the testing scheme. In four cases the chemists were cautioned, in one case the chemist was censured, and the remaining case was adjourned.

Northamptonshire.—A report presented to the Insurance Committee, on April 23, states that last year chemists were paid £5,391 4s. 5d., and doctors received £4,500 for medicine supplied to insured persons.

Staffordshire.—A meeting of the Insurance Committee was held on May 5, at Stafford. The annual report stated that on December 31, 1927, 193 chemists were under agreement with the Committee in respect of 269 shops, and 986,588 prescriptions were dispensed during the year, against 918,520 in 1926. Chemists' bills amounted to £32,118 4s. 6d., against £30,724 1s. 11d. The mean count for the year of the committee's register for insured persons was 276,660, against 278,600 in 1926. The Medical Benefit Subcommittee reported that a letter had been received from the secretary of the Staffordshire Panel Committee intimating that the question of the prescribing of a doctor at Bilston for insured persons on his list during the three months from January 1 to March 31, 1927, had been considered by the Committee. Notice of the inquiry was given to the doctor. He did not, however, attend the meeting, but wrote stating that the only explanation he could offer for the increase in his prescribing for the period in question was that there was an increase in the number of influenza cases attended in the first quarter of 1927. The Panel Committee considered that £15 should be withheld from moneys due to him. The Medical Benefit Subcommittee recommended that the Minister of Health should be advised to withhold such sum.

Stockport.—The annual report of the Insurance Committee states that there are forty chemists on the panel with thirty-six shops. During the year sixteen test purchases were made, and in four cases the chemist concerned was cautioned. Prescriptions numbered 286,952, and cost £9,658 16s. 8d. The sum paid to chemists amounted to £10,208 1s. 8d.

West Midlands.—Statistical data regarding prescribing in seventeen areas for the year ended December 31, 1927, compared with 1926 are as follows:—

	1926	1927
Total No. of prescriptions	3,858,951	4,237,440
Total cost of ingredients	£59,050 16s. 3d.	£62,772 7s. 10d.
Total cost of dispensing fees	£72,068 17s. 8d.	£80,199 3s. 11d.
Av. cost of ingredients per prescription	3.7d.	3.5d.
Av. total cost per prescription	8.2d.	8.0d.
No. on lists	981,076	1,012,087
Frequency per insured person	3.93d.	4.25d.
Average total cost per person	32.1d.	33.9d.

West Riding.—At a meeting of the Insurance Committee on May 24, two chemists replied to the statements made by one of the members—Mr. W. J. Tout—that chemists and other professional men (doctors, opticians and dentists) were "doing well" out of the Health Insurance Act. Mr. A. R. Briggs, chemist and druggist (Horbury), secretary of the West Riding Pharmaceutical Committee, said that as far as the dentists and opticians were concerned, he thought it was sufficient to say that

they worked to a bargain made with approved societies. As for chemists, he emphatically denied that they were doing well from Insurance Act payments, and this could be proved from the Pricing Bureau's figures for March, where they would find that 963,237 pence was due to 570 chemists on the West Riding Dispensing List for dispensing fees. That meant an average of £1 11s. 9½d. per week for each chemist if they were paid in full. But for the last five months of 1927 their fees were discounted by 30 per cent., except that for December they had 7 per cent. returned. For the first three months of this year they were discounted 20 per cent., which lessened the average weekly payment by 6s. 4d., making the average weekly payment to West Riding chemists £1 5s. 5½d. As quite one-third of the 570 chemists were also on the panels of county boroughs, that figure would be increased somewhat, but out of that gross income had to be deducted the proper proportion for overhead charges, which left a very meagre net result for the chemists. He asserted that chemists did not receive, and never had received, payment commensurate with their responsible work and cost of their training. Mr. S. N. Pickard, chemist and druggist (Ossett), corroborated Mr. Briggs. He submitted that Mr. Tout should be more certain of his ground before he made public utterances of the kind he had done. The average dispensing fee of the chemists was about 3d. per prescription, to dispense which he had to have a long training; he thought everyone would agree that the allowance was a mere pittance. Mr. Tout reiterated his statement, and speaking of chemists remarked, "It is costing more to put the stuff in the bottle than the stuff is worth." Mr. Tout went on to say that in some of the congested areas the chemists were doing extraordinarily well out of mixing "these ingredients," but that probably in some of the sparsely populated districts the chemists might be very little better off. He was not specially criticising either the doctors or the chemists. Dr. Hillman (Mayor of Wakefield) took exception to the remark by Mr. Tout that the professions had made exactions on the finance of the Act out of all proportion to the services they rendered. He did not think anyone on that Committee would believe that statement.

Worcestershire.—At a meeting of the Insurance Committee on April 28, the Pharmaceutical Subcommittee reported that a mixture supplied by a chemist contained a considerable excess of sodium bicarbonate. The chemist had appeared before them, and explained that the medicine was dispensed by an unqualified lady dispenser in his temporary absence, although his instructions were that when he was away no medicines were to be dispensed. The dispenser had left his service for other employment, and in future he would employ a man with a large experience of dispensing, but would personally supervise all dispensing, in accordance with the terms of service. The Committee recommended that the chemist's explanation should be accepted, but that the sum of £2 should be deducted from his remuneration. The clerk said that until such a case was settled, it was the Ministry's instruction that the name should not be published. The chemist still had a right of appeal. The chairman said that he understood the new assistant would not be a qualified man, but the chemist had undertaken to exercise personal supervision in accordance with the terms of service. The Committee could not enforce the employment of a qualified assistant. The chairman, asked if it was a question of profiteering, replied in the negative. It was not a serious matter. It would not have harmed anybody. He added that chemists told him that some of the unqualified dispensers were more competent than the qualified men.

SCOTLAND

Glasgow.—At a meeting of the Insurance Committee on May 16 a member said he was sorry to see that the idea was still about that there was such a thing as "panel medicine," and that anything such as a proprietary medicine could not be prescribed. A doctor was entitled to prescribe any medicine that was necessary. Dr. J. W. Anderson said that a panel doctor could prescribe for his panel patients any medicine, proprietary or otherwise, so long as it was not a secret remedy.

Associations' Meetings

Aberdeen.—The Pharmaceutical Association held their annual meeting for the presentation of prizes to the pharmacy students at Gordon's College on May 1. There was a large attendance of members and students. The president (Mr. A. P. Wallace) gave the students a hearty welcome and congratulated them on having Professor Hendrick to address them. Professor Hendrick, in presenting the prizes, spoke of the high quality of the work which was done by them in the School of Pharmacy. Mr. Troup, on behalf of the students, thanked Professor Hendrick for his kind words, and the Association for the material encouragement given year after year. Mr. Farquhar, on behalf of the Association, thanked Professor Hendrick. Mr. Wallace thanked Dr. Tocher, Dr. Bryant, Mr. Craven, and Mr. M. K. Watt for assistance in the work of the examination. Mr. Robert Hunter proposed a vote of thanks to the chairman. The following were the prize-winners:—Chemistry, stage I, Charles F. Ross, Peter Gillespie; stage II, W. B. Ewen, George A. Reid; stage III, Harry S. Campbell, James Douglas; stage IV, Leonard C. Johnson. Physics, stage I, Charles F. Ross, J. R. Duthie; stage II, F. H. Stewart, George A. Reid. Botany, stage III, James Douglas, S. Penny; stage IV, L. C. Johnson, R. G. Mitchell.

Birkenhead.—The annual general meeting of the Birkenhead and Wirral Pharmacists' Association was held on May 22, the president (Mr. B. J. Cooper) in the chair. A fair attendance of members was recorded. The secretary's report and the statement of accounts were adopted, and a vote of thanks to the retiring officers was carried. The officers elected for the session 1923-29 were:—*President*, Mr. F. C. Cooling; *Secretary*, Mr. Frank Snow, 257 Price Street, Birkenhead; *Treasurer*, Mr. J. M. Quayle. Alterations to rules and an additional rule were proposed and carried.

Edinburgh.—The second summer botanical excursion of the Edinburgh Chemists', Assistants' and Apprentices' Association, fixed for May 18 to Turnhouse, under the leadership of Mr. Colin Gunn, Ph.C., had to be abandoned owing to rain.—The third botanical excursion of the session took place on May 25, under the leadership of Mr. Eric Knott. The company proceeded by the banks of the Esk to the Inveresk Church. As evidence of the lateness of the season, it was noted that one bush of *Cytisus scoparius* was found just coming into bloom. It was also noted that some of the willows were still covered with the yellow male catkins. A large number of plants was collected, including fine specimens of *Iris pseudacorus*, *Lathraea squamaria*, and *Doronicum Pardalianches*. A fine specimen of *Marchantia* was also collected, and its structure and reproductive system was fully explained. The ecological features of the river and the river banks, and the influence of trees were pointed out. The excursion was eminently successful. On the motion of Miss Margaret McA. Smith (president), a cordial vote of thanks was awarded to Mr. Knott.

London (S.W.).—The sixteenth annual general meeting of the South-West London Chemists' Association was held on May 22, the president (Mr. D. A. Rees) in the chair. The reports of the general secretary, social secretary, and sports secretary spoke highly of the work of the Association during the year. The membership had increased by twenty-three, making a present total of 243, consisting of 178 members and sixty-five associates. The treasurer's report showed a credit balance of over £50. The Association congratulated Mr. F. G. Wells on being elected to the Council of the Pharmaceutical Society. Officers for the ensuing year were elected as follows:—*President*, Mr. D. A. Rees; *Vice-Presidents*, Miss Borrowman and Mr. W. E. Mason; *General Secretary*, Mr. H. G. Tibbett; *Social Secretary*, Mr. J. E. Jones; *Sports Secretary*, Mr. J. E. Monaghan; *Treasurer*, Mr. F. G. Wells. The meeting closed with a vote of thanks to Mr. T. Beech for his services as vice-president and treasurer during part of the year, to the retiring social secretary (Mr. G. B. Brook), to the retiring member of the committee (Mr. G. F. Barratt), and to the auditor (Mr. W. H. Goy).

New Books

Nadkarni, K. M.—*The Indian Materia Medica*. 7½ in. by 4¾ in. Pp. 1142 + clxix + 88. 18s. The Author, P.O. Box 3558, Bombay. [Divided into three principal sections, comprising respectively the vegetable, mineral and animal materia medica. Appendices include classified therapeutic and physiological effects, Indian substitutes for imported drugs, composition and calory value of foods, and remarks on vitamins. The vegetable remedies number 1,053, and the heading of each monograph is followed by several synonyms—e.g., *Glycyrrhiza glabra* has seventeen translations in thirteen languages. The treatment of the subject is on popular, rather than on scientific, lines, and a good deal of quaint information on native Indian medicine may be gathered by the reader.]

Gildemeister, E.—*Die Ätherischen Öle*. Vol. I. 9½ in. by 6½ in. Pp. 880. Verlag der Schimmel & Co. Aktiengesellschaft, Miltitz bei Leipzig. [A third edition of Gildemeister and Hoffman's well-known work on essential oils is in course of preparation, and Volume I has just appeared. The volume, which covers over 800 pages, has been revised and brought up to date by Dr. Gildemeister, the survivor of the two original authors. The work, as was the case in the two previous editions, is published under the auspices of Schimmel & Co., Miltitz, near Leipzig. The first portion of the work is devoted to a historical account of essential oils, their distillation, and their literature. The authors are generous in their acknowledgment of other contributors to the chemistry of essential oils, and in regard to French and English work, say "Kurz nach dem Erscheinen der I. Auflage von E. Gildemeister und Fr. Hoffman, "Die Ätherischen Öle, kam ein ähnliches Werk in französischer Sprache von Charalot, Dupont und Pillet heraus, sowie in Englisch ein solches von E. J. Parry." These three works are the admitted standards in the three languages, but strangely enough, Charalot's work, published in 1899, has never seen a second edition, France being contented with Gildemeister and Hoffmann, now appearing in its third edition, and Parry, now in its fourth edition. The bulk of the first volume now appearing is devoted to the constituents of essential oils, together with a few synthetic bodies which are so largely employed that it would be impossible to omit them, but many, or most, of the newer synthetics which are not constituents of essential oils, are not dealt with. It is of some interest to note that, in 1923, this world-wide authority recognises, for example, the chemical individuality of rhodinol, as an isomeric form of citronellal; and the existence of the fusanols in West Australian sandalwood oil as isomers of true santalol, thus being apparently no more impressed with recent attacks on the value of Sudborough's work on this oil than was E. J. Parry in the recent controversy on sandalwood oil which appeared in this journal. The section on sesquiterpenes—a critical section for judgment—has been exceedingly well done, and is up to date, with the work of Ruzicka and his pupils well described. Citral, which was, as a matter of fact, first discovered in the oil of *Backhousia citriodora* in the laboratories of Schimmel & Co., is well dealt with, and its isomeric forms completely explained. The same is true of the isomeric citronellals, and of many other allied compounds. There is no group of bodies occurring in essential oils which is not fully and adequately treated, and the whole of the section dealing with these compounds is free from errors of commission as well as errors of omission. The concluding section of the book deals with methods of analysis of essential oils. Physical methods are fully dealt with, but, of course, no lists of constants are given. These will appear in the succeeding volume under the individual essential oils. General chemical methods are there fully described, and finally, methods for the detection of all the adulterants usually met with in essential oils are given. Not only are tables for the calculation of the percentages of esters and alcohols from the saponification values before and after acetylation given, but a separate set, bound in parchment paper, is found in a pocket of the cover of the book, for laboratory use. This work may properly be described as a classic, and no essential oil laboratory can afford to be without it.]

Safeguarding of Industries Act

The Calcium Biphosphate Inquiry Resumed

(Concluded from C. & D., Jan. 28, p. 118.)

The inquiry into the complaint made by A. Boake, Roberts & Co., Ltd., and supported by Albright & Wilson, Ltd., that calcium biphosphate of baking-powder quality has been wrongly excluded from the list of articles chargeable with duty under Part I of the Safeguarding of Industries Act was resumed at the Board of Trade Offices, Westminster, S.W.1, on May 23 by the Committee consisting of Mr. A. A. Hudson, K.C. (chairman), Prof. J. Thorpe, F.R.S., and Prof. F. G. Donnan, F.R.S. The previous hearing was on January 26, when the proceedings were adjourned owing to the illness of the chairman. The *C. & D.* of January 21 (p. 83) and January 28 (p. 116) contains a full report of the inquiry as it stood adjourned.

The complainants' ground for the contention that calcium biphosphate of baking-powder quality should be included in the list of dutiable articles is that it is a fine chemical, and fine chemicals are included in the schedule to the Act. The opponents (Chas. Page & Co., Ltd., and D. T. Boyd & Co., Ltd., who are interested in the importation of the material) hold that it is not a fine chemical. The complainants were represented by Sir Arthur Colefax, K.C., and the Hon. Stafford Cripps, K.C. The opponents were represented by Mr. J. Whitehead, K.C., Mr. Kenneth Swan, and Mr. R. Parry. Mr. Trevor Watson appeared as counsel for the Board of Trade.

When the proceedings were resumed on Wednesday, Mr. E. I. Lewis (who was at one time connected with Albright & Wilson) briefly amplified the evidence he had given at the previous hearing in support of the application.

WHAT IS BAKING-POWDER QUALITY?

There being no further evidence on behalf of the complainants, the HON. STAFFORD CRIPPS, K.C., addressed the Committee with regard to a previous suggestion that the amount of calcium sulphate which might be contained in the calcium biphosphate of baking-powder quality should be defined. The decision to define the calcium biphosphate as "of baking-powder quality" was arrived at after careful thought, he said, and he went on to explain why that definition was adopted. In this country, at the moment, anybody could sell calcium biphosphate (for use in baking powder) containing anything up to ten per cent. of calcium sulphate, provided it complied with the food regulations in other respects. If the amount of calcium sulphate were limited to five per cent. in dutiable biphosphate, it would mean that biphosphate containing between five and ten per cent. of sulphate could be imported without duty, and the result would be to put a premium on people using the less pure material, because that less pure material would be cheaper. That was not in the best interests of the country. If the definition "of baking-powder quality" were adopted it would include anything which the Ministry of Health from time to time permitted to be used for baking powder. The complainants held that that which was sold for food purposes was a fine chemical, and that they desired that that should be protected.

Mr. JAMES WHITEHEAD, K.C. (addressing the Committee on behalf of the opponents), submitted that the definition of the substance as "of baking-powder quality" defined nothing. It was obvious, from the way in which Mr. Cripps himself had put it, that it was a definition which was to have a shifting effect; it would depend upon steps taken hereafter by the Ministry of Health. He was desirous that the phrase "of baking-powder quality" should be deemed by the Customs Officers to have been satisfied if the material imported into this country contained calcium sulphate to the extent of not more than ten per cent. Apparently he was under the impression that the use of calcium biphosphate containing not more than ten per cent. of calcium sulphate was prohibited in baking powder by the Local Government Board in the past, and now by the Ministry of Health. The Local Government Board

or the Ministry of Health, however, had not prohibited the importation or use of the biphosphate if it contained more than ten per cent. of calcium sulphate; all they had done was to recommend that a greater percentage than ten per cent. of calcium sulphate should not be incorporated in the material used for baking powder.

Mr. CRIPPS pointed out that there had been successful prosecutions in respect of excess of calcium sulphate.

Mr. WHITEHEAD replied that even if the quantity of calcium sulphate in the biphosphate was strictly limited to ten per cent., it meant that this Tribunal was asked to decide that calcium biphosphate was a fine chemical, notwithstanding that it might contain as much as ten per cent. of calcium sulphate.

The first question for the Tribunal to consider was upon whom the onus lay of proving that calcium biphosphate of baking-powder quality should be included in the list of dutiable articles, and undoubtedly the onus was upon the applicants. They sought its inclusion simply on the ground that it was a fine chemical. Unfortunately, no one had yet succeeded in producing a definition of a fine chemical which satisfied anybody who had had to do with these cases. Furthermore, nobody had succeeded in producing a test which could be regarded as a crucial test. All that had been done was to propose from time to time a series of tests. The first test which had been advanced frequently in relation to these matters was to discover whether or not the body in question had been regarded as a fine or heavy chemical as a matter of trade usage. Up to the present time there had been no suggestion that the phrase "of baking-powder quality" was one which had been applied to calcium biphosphate by those engaged in the manufacture or sale of the material. In truth, if one had regard to the evidence already advanced, it almost appeared that the phrase had been coined simply in relation to this particular application. He believed he was right in saying that nobody had produced a catalogue or other document used in the trade prior to the passing of the Safeguarding of Industries Act, or, indeed, almost up to the time of this inquiry, in which calcium biphosphate for use in baking powder had been described as a fine chemical. It was true that calcium biphosphate had been included in catalogues which contained admittedly fine chemicals, but there had also been brought to the notice of the Committee documents showing that it was included amongst bodies which were unquestionable and admittedly heavy chemicals. There was no evidence at all that those who had been accustomed to manufacturing, selling, buying and using this material had regarded it as being a fine chemical in the sense that they had described it as such before the Safeguarding of Industries Act was passed. He ventured to suggest that there had not been amongst any of them any trade usage which had involved the description or recognition of the material as a fine chemical. Therefore, there was nothing in the evidence which helped the applicants to discharge the onus which was upon them.

In the absence of a clearly defined trade usage, the Tribunal could resort to other tests in trying to resolve the riddle. One such test was that of purity. Undoubtedly there were heavy chemicals which, though very pure, were thoroughly well recognised in the trade as heavy chemicals. Therefore, it was impossible for him sensibly to advance to the Tribunal the suggestion that the question of purity afforded a critical test as to whether a chemical was a fine chemical or not. But, though it did not afford a critical or conclusive test in itself, it did afford a reasonably clear indication. Was he not right in suggesting that broadly speaking the fine chemicals sold in this country and abroad were the pure chemicals, and that the heavy chemicals were not so pure?

Two different strengths of calcium biphosphate had been brought to the notice of the Tribunal—the 80 per cent. biphosphate and the 50 per cent. biphosphate. The 50 per cent. material was still being sold. The calcium sulphate content had to be taken into account when considering the question of purity. Could anyone pretend that calcium sulphate was not to be regarded as an impurity in a substance such as calcium biphosphate? It was suggested that it might contain as much as ten per cent. of calcium sulphate, and yet it should be dutiable. There was also the mono-acid phosphate in the

calcium biphosphate, and the point had been made that only when the mono-acid phosphate was present in the body did one get a satisfactory commercial article, because without the mono-acid phosphate the material would be too hygroscopic; actually the mono-acid phosphate had been regarded as a diluent. One witness had stated that the mono-acid might be present to the extent of from 30 to 40 per cent. Thus, the tribunal was being invited to say that calcium biphosphate of baking-powder quality was forsooth a fine chemical, notwithstanding that it might contain up to 10 per cent. of calcium phosphate and from 30 to 40 per cent. of the mono-acid. In his submission, a more ridiculous proposition was never advanced to any tribunal.

Homogeneity of constitution was also an element in deciding whether a substance was or was not a fine chemical. One might have calcium biphosphate as a pure chemical, and one might have the mono-acid variety as a pure chemical, but a mixture of the two, with an addition of calcium sulphate up to ten per cent., could not be regarded as a pure chemical from the point of view of purity. He did not say that purity was a crucial test, but it was one of the factors to be taken into consideration.

Another test was the method of manufacture, and in this connection he pointed out that it was the method of manufacture of the material it was proposed to tax, i.e., the imported material, which had to be considered, as throwing light on whether or not a material was a fine chemical, and not the method of manufacture of the material in this country. One of the aspects of this problem was the size of the batches made. In the case of one or two fine chemicals there was evidence that batches of three or four tons had been manufactured, during the war, but nobody could question that that was the rarest possible experience. Surely it was beyond question that, broadly speaking, fine chemicals were manufactured in small batches and heavy chemicals in large batches. This particular material was manufactured abroad in batches of over eight million lb., and the individual mixing vessels contained no less than 2,500 lb. of material. The material as manufactured was dug out of the mixers by means of spades, and the phosphoric acid and so on was conveyed along pipe lines.

The type of vessel used in manufacture was another consideration. In fine chemical manufacture vessels of glass, porcelain, or even platinum were used, but such vessels were not used in the manufacture of calcium biphosphate, certainly not in the case of the imported material, and there was no evidence that such vessels were used for the manufacture of the material in this country. The nature of the labour employed was another consideration. The evidence was that abroad a very considerable percentage was negro labour, and the vast bulk was unskilled labour. In the manufacture of fine chemicals, however, broadly speaking, highly skilled labour was employed, closely supervised by skilled chemists.

Another consideration—and one to which Mr. Cyril Atkinson, K.C. (the Referee appointed in 1921 to consider complaints under Part I of the Safeguarding of Industries Act) attached importance—was whether the material was manufactured by manufacturers who were regarded as heavy chemical or fine chemical manufacturers. He believed he was right in saying that of the several people who manufactured calcium biphosphate in this country, some of them were wholly heavy chemical manufacturers, and did not manufacture fine chemicals at all, and there was nobody who manufactured calcium biphosphate of baking-powder quality, who was simply and solely a fine chemical manufacturer, so far as he knew. The manufacturers who made it were unquestionably heavy chemical manufacturers.

The manner in which the material was marketed was another consideration. Fine chemicals were marketed in small quantities, as a broad proposition. This material, however, was marketed in kegs, some of which contained 225 lb., and also in bags, and the smallest quantity which had been mentioned at the inquiry as being marketed was a quantity of seven lb., in a bag sold by a retailer who himself bought it in kegs containing larger quantities. Thus, it was marketed in the way in which heavy chemicals were marketed.

Price had also to be considered. It happened that calcium biphosphate, as a fine chemical, was sold at 4s. or 5s. per lb., and quoted often by the ounce, whereas the material used for commercial purposes was sold at about 3d. per lb., in quantities of a cwt. or tons. Still another consideration was the use to which the material was put. Calcium biphosphate was used as a constituent in baking-powder as a substitute for cream of tartar, which it had been decided was not a fine chemical.

Thus, calcium biphosphate of baking-powder was a material which did not satisfy any of the tests he had mentioned as being applied to the consideration of whether or not a material was a fine chemical. The material was certainly not a fine chemical, and he submitted that it had been rightly excluded from the list of dutiable articles.

MR. PARRY'S EVIDENCE

Mr. E. J. PARRY, B.Sc., F.I.C., gave evidence in opposition to the application, and said that prior to the holding of this inquiry he had never heard the expression "calcium biphosphate of baking-powder quality," although he had made an extensive search of trade literature with a view to discovering how it was classified. He produced a number of catalogues and advertisements in support of his statement. With regard to the calcium sulphate content, he said a report was made in 1911 to the Local Government Board, by Dr. Hamill, on the question of its limitation in food.

The CHAIRMAN asked what were the prosecutions referred to by Mr. Cripps in this connection.

Mr. CRIPPS said there had been prosecutions for using an excess of calcium sulphate in food, and he gave particulars of one such case, in 1919, in which a person was fined £20.

Professor DONNAN asked if the Courts very often acted on the recommendation as to the limitation of calcium sulphate.

Mr. PARRY said they had, and that there had been successful prosecutions, but to-day they had not the opportunity, because the quality had improved, and to-day one did not meet calcium biphosphate containing as much as ten per cent. of calcium sulphate on the market. The recommendation of the Local Government Board was not to prosecute in respect of a calcium sulphate content of ten per cent., but in cases where the content was seriously over ten per cent.

The CHAIRMAN asked if it were contended that the expression "calcium biphosphate of baking-powder quality" did occur in any catalogue.

Sir ARTHUR COLEFAX said he did not claim that it did. What he did claim was that the expression "of baking-powder quality" was one that was understood by the purchasers of the material. One frequently found, however, that an expression was used indicating that the material was to be used for baking-powder purposes, and he referred to a document containing such an expression, dated as far back as 1917.

Mr. PARRY agreed that it was common to say that the material was useable for food purposes and so on. But the specific definition "of baking-powder quality" was not used.

The CHAIRMAN said the applicants' point was that that was a proper description, and not that it existed.

Sir ARTHUR COLEFAX agreed.

Mr. PARRY, who was asked what he understood by the words "baking-powder quality," said that the term might include acid calcium phosphate containing up to ten per cent. of calcium sulphate, though it was not usual to find that quality used now. It would also include two other quite different substances, one being a mixture of about 80 or 85 per cent. of the acid calcium phosphate and about ten per cent. of the di-basic (or mono-acid) phosphate, and the other being a mixture of from 50 to 60 per cent. of the acid calcium phosphate with 30 or 40 per cent. of the mono-acid phosphate. Thus the term would include three different mixtures of chemicals.

Professor DONNAN said he gathered that all of those three would be accepted by the trade as coming within this definition.

Mr. PARRY agreed, and added that the trade, knowing it could get the material containing only two per cent. or less of calcium sulphate, would be loth to accept the ten per cent. variety, although legally they would be safe

in accepting it. In the trade literature which he had examined he had not found acid calcium phosphate of this quality described or classified as a fine chemical. The pure acid calcium phosphate was only suitable for research and analytical work, and for use in baking powder it must contain mono-acid phosphate, because otherwise it would be too hygroscopic. The only manufacturers of the material in this country, to his knowledge, in addition to Boake, Roberts and Albright & Wilson, were Perry & Hope, Alexander Cross & Co., Prentice Bros., the Manchester Chemical Co., and Baker & Co. Messrs. Perry & Hope were heavy chemical manufacturers, the Manchester Chemical Co. manufactured heavy chemicals, including superphosphates for manure, and Prentice Bros. were heavy chemical manufacturers. He could not speak with regard to the others. He agreed that the chief part of the business of Albright & Wilson was the manufacture of pure chemicals.

A FINE CHEMICAL DEFINED

In reply to the chairman, Mr. Parry said that a fine chemical should be an individual body of as high a degree of purity as could be made. The vast majority of the fine chemicals in the Board of Trade list of dutiable articles were approximately 100 per cent. pure. There were various criteria in deciding whether or not a chemical was a fine chemical, but not one of them was a conclusive criterion, and there were exceptions to every criterion that could be suggested. The large majority of fine chemicals were used in medicine, pharmacy, perfumery, photography, and generally in the smaller and more luxurious arts or industries, and for scientific purposes. He could find no category of fine chemicals into which acid calcium phosphate of baking-powder quality fitted. It was not entitled to admission into the field of fine chemicals on the score of purity, because it was always a mixture containing ten per cent. or more of foreign bodies, i.e., the mono-acid phosphate, and the various impurities, such as calcium sulphate and magnesium and iron and aluminium phosphates. With regard to the manner in which it was marketed, he said it never appeared on the market in quantities of less than a cwt. It was a stretch of the imagination to call it a fine chemical when it was introduced as a cheap substitute for cream of tartar, which latter was regarded as a heavy chemical.

Sir ARTHUR COLEFAX had commenced his cross-examination of Mr. Parry, when the inquiry was adjourned until Thursday, May 24.

MR. PARRY CROSS-EXAMINED

Mr. E. J. PARRY was cross-examined by Sir Arthur Colefax with regard to the proposition made by the opponents, that, broadly speaking, fine chemicals were the pure chemicals, and heavy chemicals were less pure, although there were admittedly exceptions to that rule. Sir Arthur referred to some of these exceptions, and mentioned carbon tetrachloride, which was of 99.97 per cent. purity, but which, he said, was included in a catalogue of Boake, Roberts as a "commercial" chemical. Mr. Parry remarked that this showed the modesty of Messrs. Boake, Roberts.

Another chemical referred to by Sir Arthur was sodium hydrosulphite, the degree of purity of which was only from 80 to 90 per cent., and he pointed out that this was included in the Board of Trade list of dutiable articles as a fine chemical. As ordinarily obtained, he said, it was no purer than calcium biphosphate (or acid calcium phosphate, as it was sometimes called). Mr. Parry agreed.

Sir ARTHUR COLEFAX said that the mono-acid phosphate, which had been referred to as a substantial impurity in calcium biphosphate, was added deliberately, and was really a diluent, but that substance was in the Board of Trade list.

Mr. PARRY replied that it was not added to the calcium biphosphate so much for purposes of dilution, but for the purpose of getting the biphosphate into a marketable condition; it was a deliberate addition for a definite purpose.

Sir ARTHUR COLEFAX suggested that Mr. Parry was not very well informed as to the method in which calcium biphosphate of baking powder quality was marketed,

and that neither the method of marketing nor the price were very helpful criteria in deciding whether or not a body was a fine chemical.

Mr. PARRY did not agree. If one took any list of 100 fine chemicals or heavy chemicals, he said, it would be found that the vast majority of the fine chemicals were infinitely the more expensive, and were packed in small containers, whereas exactly the reverse was true of heavy chemicals. In reply to a further question, he agreed that one would find a number of fine chemicals which were as cheap as heavy chemicals.

Sir ARTHUR COLEFAX, referring to Mr. Parry's evidence that calcium biphosphate for use in baking powder was sold by the cwt. and by the ton, asked if he were aware that Albright & Wilson sold it in 7-lb. containers.

Mr. PARRY said he was not.

Mr. KENNETH SWAN pointed out that this had not been proved in evidence.

Sir ARTHUR COLEFAX replied that it could be proved if necessary. In any case, there had been no cross-examination of the complainants' witnesses with regard to it. He had not appreciated that such trifling matters were to be put in the forefront in the way they had been.

Continuing his cross-examination, he said that calcium hypophosphite, which was indisputably a fine chemical, and was included in the Board of Trade list of dutiable articles, was sold in 3-cwt. kegs, and calcium biphosphate was sold in quantities as small as 7 lb.

Mr. PARRY agreed that one would find exceptions of that sort in each category of chemicals.

Sir ARTHUR COLEFAX pointed out that phosphoric acid, which was also in the Board of Trade list, and was indisputably a fine chemical, was never sold by Albright & Wilson in quantities of less than one cwt., and he urged, therefore, that the test as to the size of package did not lead one anywhere in deciding whether a chemical was a fine chemical or not.

Mr. PARRY repeated that there were exceptions to the general rule, but held that in the vast majority of cases the size of package and the price of the article did form a most useful criterion.

Sir ARTHUR COLEFAX, referring to witness's statement that calcium biphosphate was quoted in America by the cwt., produced some American invoices to show that the material was quoted in cents per lb.

Professor DONNAN asked Mr. Parry if he regarded calcium biphosphate as being of importance in the manufacture of food.

Mr. PARRY replied that it was of very great importance.

In re-examination, Mr. Parry produced an American publication in which many heavy chemicals were quoted by the lb. The majority of the heavy chemicals mentioned were quoted by the lb., but some were quoted per 100 lb.

With regard to the method of marketing phosphoric acid by Albright & Wilson, he said that in a booklet published by that firm it was described as being sold in carboys containing 112 lb., or in Winchester quarts (containing from 10 to 12 lb.), or in earthenware jars, of a capacity of 35 lb.

With regard to price being regarded as a criterion of whether or not a chemical was fine or heavy, he said that at least 90 per cent. of fine chemicals were more expensive than heavy chemicals. A relatively small number of fine chemicals were cheap.

Sir ARTHUR COLEFAX asked how many of the whole range of chemicals were heavy chemicals.

Mr. PARRY admitted that there were not nearly so many heavy chemicals as there were fine chemicals.

IMPORTERS EVIDENCE

Mr. A. F. BUTLER (director, R. W. Greeff & Co., Ltd.), gave evidence in support of the opponents.

Cross-examined by Mr. Cripps, he agreed that more than half of his firm's business in this material had been in the imported material. He did not agree that his last transaction in the buying and selling of this material had occurred ten years ago, but it was more than two years ago. He could not remember from whom he had bought it, or to whom he had sold it.

Mr. W. G. WILSON (director, Chas. Page & Co., Ltd.)

gave evidence, and said he was not familiar with the expression "acid calcium phosphate of baking-powder quality" prior to this application. As a matter of fact, he had first seen the expression in the "Board of Trade Journal" in connection with this application, and had had to think for a moment as to what it meant. He dealt with the high-grade calcium biphosphate (80 per cent. strength) and the 50 per cent. strength, and also to a small extent with what was known as the "old standard." The latter was the material which complied with Dr. Hamill's recommendations to the Local Government Board in 1911, i.e., that the maximum calcium sulphate content should be ten per cent. The use of that grade of material was dying out every day, but there were still a few diehards among the small millers in the North of England. About 95 per cent. of the new generation used the 80 per cent. or 50 per cent. strength, which had less than two per cent. of calcium sulphate, and his firm sold it as containing a maximum of two per cent. calcium sulphate. The quantities sold varied. One of his customers (a consumer) took twenty tons at a time, several took fifteen tons, and others took smaller quantities, down to five hundredweight and quantities of that sort. The material was sent out by his firm in 325 lb. barrels and in one-hundredweight kegs.

Professor THORPE asked what was the origin of this material.

Mr. WILSON replied that it was American. His average selling price for the imported material of 80 per cent. strength was about £30 per ton, which compared with about £95 per ton for cream of tartar. He had practically ceased to deal in 50 per cent. strength, and left it to the English makers. The price charged by English makers for that material was £26 or £27 per ton. The customary method of quoting in America was in cents per lb., and in a few cases dollars per 100 lb. That method of quotation applied to heavy as well as fine chemicals.

The CHAIRMAN said they could not quote in any other way. Mr. Wilson agreed.

Mr. WILSON, referring to the British firms, other than Boake, Roberts & Co. and Albright & Wilson, who were said to manufacture calcium biphosphate, said that Perry & Hope, of Glasgow, were the pioneers in the manufacture of this material in England. They were heavy chemical manufacturers. Alexander Cross & Sons, of Glasgow, were primarily acid and fertiliser manufacturers.

Professor DONNAN said the Committee would like to know what quantity of calcium biphosphate, on the average, was made by these firms. Mr. Cripps pointed out that Albright & Wilson manufactured a good deal more than half of the total.

Mr. WILSON, continuing his evidence, said he bought his calcium biphosphate from the Victor Chemical Works, Inc., of Chicago. He handed to the Committee figures relating to his firm's importation of this material during the past two years. He had not seen calcium biphosphate of this quality listed as a fine chemical, or heard it described or classified as such, and he regarded it as essentially a heavy chemical. His reason, as a commercial man, was that the material was, as far as he knew, wholly consumed in industry. Asked if he had any other reasons, he added that in the majority of factories its manufacture was simply a step forward from fertiliser manufacture.

MR. WILSON CROSS-EXAMINED

In cross-examination, Sir ARTHUR COLEFAX suggested that Mr. Wilson had not recognised this substance when referred to in the "Board of Trade Journal," because it was called "calcium biphosphate," whereas Mr. Wilson had been accustomed to refer to it as "acid calcium phosphate."

Mr. WILSON disagreed, and said he had recognised it.

Sir ARTHUR COLEFAX produced a price list published by Messrs. Page in 1924, containing an advertisement in which the 80 per cent. and 50 per cent. strength calcium biphosphate was mentioned, and said that associated with it in that advertisement there was a number of other substances, all of which were included in the Board of Trade list as fine chemicals. Mr. Wilson said he believed that oxalic acid, which was one of the chemicals referred to, had been taken out of the Board of Trade list.

Sir ARTHUR COLEFAX pointed out that it was in the Board of Trade list at the time the advertisement was published. Mr. Wilson agreed.

Mr. TREVOR WATSON (Counsel for the Board of Trade) said it was still in the list, but the duty on it had now been suspended temporarily under the Finance Act. Sir Arthur Colefax said it had not been manufactured here, and that was probably the reason. At any rate, the calcium biphosphate was in Page's list associated with substances all of which were in the Board of Trade list at the time of publication of Page's list. Mr. Wilson agreed.

Sir ARTHUR COLEFAX then referred to a letter written by Messrs. Page to a prospective customer, in October 1927, quoting "Regent" brand (the 80 per cent. strength calcium biphosphate) packed in 325-lb. casks at £31 10s. per ton, or in one-hundredweight kegs at £32 10s. per ton, both net, packing free, ex wharf, London. The letter went on to state that "Regent" phosphate was an absolutely pure product, guaranteed to conform to the requirements of the Food and Drugs Act, and was free from fillers or adulterants of any description. He asked if that were a correct description.

Mr. WILSON said it was correct that the material was absolutely pure for the purposes for which it was to be used, in conformity with the Food and Drugs Act. It contained only the quantities of lead and arsenic which were permitted by the Food Regulations, and the maximum calcium sulphate content was two per cent. He agreed that frequently the calcium sulphate content did not exceed one per cent. Questioned with regard to the calcium biphosphate containing ten per cent. of calcium sulphate, which had been referred to as being used by the diehard millers, he expressed the view that largely the calcium sulphate was added. His firm did not add it, of course. It was bought from English manufacturers, but was not specially made for his firm. It was supplied in response to requests from non-technical customers who worked to a formula calling for ten per cent. calcium sulphate. He agreed that it constituted a negligible part of his firm's business. Questioned with regard to the price of the 80 per cent. calcium biphosphate in America, for use in that country, Mr. Wilson said it was from £32 to £33 per ton to-day.

Sir ARTHUR COLEFAX asked if he would be wrong in supposing that in 1927 it was selling at £45 per ton for use in America.

Mr. WILSON said he would doubt it. He agreed, however, that it was sold in America at a higher price than in this country.

Sir ARTHUR COLEFAX: In spite of freight, insurance and other charges?

Mr. WILSON replied that that was a small matter. He pointed out also that the American price of £32 or £33 per ton was the price at which the material was delivered to the buyers' works in various parts of the United States, and would include cost of carriage.

Sir ARTHUR COLEFAX produced two invoices relating to sales of the 80 per cent. strength material for food purposes in America, and asked witness to translate the figures into English prices per English ton.

Mr. WILSON translated the figures, and said that the price was practically £40 per ton. He pointed out, however, that there were varying grades in the United States, and the manufacturers with whom he dealt were prepared to sell at £32 or £33.

Sir ARTHUR COLEFAX said that the average price of £30, referred to by Mr. Wilson, was the price at which the material was sold by merchants in this country; the price of £32 or £33 was the price charged by the manufacturer in the United States for use in that country, and the prices on the invoices produced were the prices charged by the merchants in America.

Professor DONNAN said he gathered Sir Arthur was establishing a case for dumping.

Sir ARTHUR COLEFAX replied that it was not unimportant, when considering the safeguarding of industries in this country, to realise that the article was being sold in America at a price which was substantially higher than that at which the same article was sold here.

Mr. WILSON said that the merchants' price in this country had been higher than £30 per ton, but the English makers had forced the price down. Asked if

he would agree that of the total quantity consumed in this country, including all that was imported, more than half was made by Albright & Wilson, witness said he would be prepared to doubt it. Undoubtedly Albright & Wilson produced something approaching half the total quantity produced by English manufacturers.

Mr. D. W. JARDINE (director, David T. Boyd & Co., Ltd., who import calcium biphosphate made by the Phosphate Products Corporation, of America) gave evidence, and said that prior to this application he had never heard of calcium biphosphate of baking powder quality. The bulk of the product dealt with by his firm was sold to dealers, who in turn sold to the consumers, but his firm did a little business direct with the consumers.

The CHAIRMAN said he gathered there were two middlemen. Mr. Jardine replied that his firm were the agents in this country for their American principals. They bought only from the American makers, and the American makers sold only to them in this country.

The CHAIRMAN asked whether the people to whom Messrs. Boyd sold the material diluted it. Mr. JARDINE said he believed the majority of them did. Messrs. Boyd usually sold the material in lots of two or three tons, but frequently in larger quantities, and he mentioned a sale of twenty-five tons, on c.i.f. terms. The present price at which they sold, in lots of two or three tons, was £30 10s. per ton, ex store. Speaking as a layman, he said he would classify the material as a general chemical.

This concluded the evidence on behalf of the opponents.

Mr. E. I. LEWIS (late of Albright & Wilson, Ltd.) was recalled on behalf of the applicants to prove that the great bulk of the calcium biphosphate sold by that firm was sold in one-cwt. kegs, although they also sold it in quantities of 56 lb., 28 lb. and 7 lb. With regard to phosphoric acid, he said this was sold by the firm almost exclusively in 112-lb. carboys. It was true, as Mr. Parry had said, that it was offered in Winchester quarts and in earthenware jars, but since it had been offered in those smaller quantities not one ten-thousandth part of the firm's sales had been in quantities other than one cwt.

The inquiry was adjourned until Friday, May 25.

FINAL PROCEEDINGS

Mr. SWAN, addressing the Tribunal on behalf of the opponents, recalled how Mr. Cyril Atkinson, the Referee who heard the previous cases, had laid down certain general principles upon which he came to his decisions in arriving at whether a substance was a fine chemical or not, and these general principles were, the trade use of the particular name, purity, method of manufacture, method of marketing, price, and the use to which the substance was put. Mr. Atkinson had decided that cream of tartar was not a fine chemical, and he contended that the evidence proved beyond doubt that calcium biphosphate of baking powder quality is indistinguishable in its use from cream of tartar and, indeed, was a substitute for it. Mr. Atkinson had decided that cream of tartar was "a commercial product mainly used for industrial purposes," and therefore *prima facie* was not a fine chemical. The Board of Trade therefore took the view that as calcium biphosphate was a similar article, that also should come out of the list, and accordingly it was taken out. As a matter of fact, the applicants in this case were asking for something to be reinstated in the Board of Trade List which had never been there, viz., calcium biphosphate of baking powder quality.

Mr. A. A. HUDSON (Chairman) said it was very difficult to look into the previous decisions, which were not in any way binding upon the present Tribunal, and were decisions as to facts which the present Tribunal knew nothing about. In these circumstances he felt it rather difficult for his colleagues and himself to pay very much attention to the decisions of Mr. Atkinson.

Mr. SWAN said he was merely using the previous decisions as, so to speak, providing a point of law, and that if the decisions of the present Tribunal differed on the general question there would be an inconsistency not on a question of fact but on a question of procedure or of law, because the criteria which he had referred to went all through the decisions of Mr. Atkinson.

Continuing, Mr. SWAN pointed to the fact that the substance which was sought to have inserted in the list had been admitted by all the complainants' witnesses not to be one substance, but a mixture. There might be up to ten per cent. of sulphate of calcium, up to forty per cent. of mono-acid, and up to two per cent. of magnesium phosphate, together with certain other impurities such as alumina.

The CHAIRMAN asked why there should be any consideration in these proceedings for the Food and Drugs Act. This was an inquiry under the Safeguarding of Industries Act for the protection of the industries of the British Empire.

Mr. SWAN said he had not referred to the Food and Drugs Act in mentioning the percentages of the ingredients of calcium biphosphate of baking powder quality, but had mentioned the proportions as it was necessary to inquire into what is comprised in the expression calcium biphosphate of baking powder quality, because the Customs would have to enforce any Order that might be made, and therefore would want to know what was comprised in the description of the substance. Personally, he said, he should have thought it an unarguable proposition that this substance was a fine chemical, but with such eminent counsel as Sir Arthur Colefax and Mr. Cripps there was no limit to their ingenuity, skill and dialectical ability, although he should be greatly surprised if they succeeded in persuading the Tribunal on the evidence that calcium biphosphate of baking powder quality was a fine chemical. The evidence showed that the substance was not classified in any market report as a fine chemical, and in such catalogues as it was listed it was amongst general lists which included both fine and heavy chemicals. Moreover, it was marketed under trade names which was not the usual procedure in the case of fine chemicals, which were invariably treated as scientific commodities.

Professor DONNAN: What about aspirin?

Mr. SWAN replied that that was not a trade name. It was the name of a chemical, and in asking for aspirin it did not follow that one would get the manufacture of any one particular firm. No witness, he added, had been called to prove that calcium biphosphate of baking powder quality was listed as a fine chemical.

The CHAIRMAN: Nor as a heavy chemical?

Mr. SWAN said it appeared in general chemical lists. Continuing, Mr. Swan referred to the evidence of Mr. Brown, of the Victor Chemical Co., U.S.A.—which was taken in camera—but which, he said, was to the effect that calcium biphosphate was manufactured by his firm in the same manner and by the same type of plant that they manufactured heavy chemicals, in the manner, indeed, that they manufactured fertilisers. Therefore, applying all the criteria applied by Mr. Atkinson, and bearing in mind that the use of calcium biphosphate is exactly the same as that of cream of tartar, he asked that it should not be regarded as a fine chemical, and therefore excluded from the Board of Trade List.

Sir ARTHUR COLEFAX, making the final speech on behalf of the applicants, said he regarded the most important factor entering into this case as the method of manufacture. On this point, the evidence of the British witnesses was that the method of manufacture is essentially that of a fine chemical, whereas the witness from America said the method of manufacture was essentially that of a heavy chemical. It must be borne in mind, however, that the Safeguarding of Industries Act was an Act to protect British industries, and because calcium biphosphate might be manufactured in America on the lines of a heavy chemical, that was no reason to say that it was a heavy chemical when in fact the manufacturers of the same substance in this country adopted methods of manufacture which characterised fine chemicals. All his evidence was to the effect that the plant and methods of supervision were those of fine chemical manufacture. Every reason which justified phosphoric acid in the List justified the presence of calcium biphosphate in the List because that everything that was applicable to phosphoric acid was applicable to calcium biphosphate. In truth, there was no justification for differentiating between phosphoric acid, calcium biphosphate, tri-calcium phosphate, or mono-acid phosphate, and yet the other three substances were all in the List.

The case was unique in that the Board of Trade had taken the substance out of the List in the belief that it necessarily followed that they should do so after the cream of tartar decision, but he contended that it was idle to try and come to such a decision based upon what had happened in another case where the facts were different. So far as the decisions of Mr. Cyril Atkinson were concerned, there was no question of law involved and, indeed, Mr. Atkinson himself had stated that in giving one decision he did not feel even himself bound by any of his previous decisions. Each case was decided upon the facts concerned with it, and the Board of Trade, in his view, was wrong in coming to the decision that calcium biphosphate should be taken out of the List because of the decision in the cream of tartar case. The whole of the facts of the two substances were different. In the tartaric acid case there was trade usage which classified it as a heavy chemical. There was no such trade usage in the present case.

The CHAIRMAN, interrupting again, remarked that he did not think the Tribunal could give much consideration to previous cases.

SIR ARTHUR COLEFAX said he agreed with that view, and all he would say on the point was that the Board of Trade had been under a misunderstanding when it took the action it did following the cream of tartar decision. Apart from the method of manufacture in this country, as indicating that calcium biphosphate is a fine chemical, Sir Arthur said he also relied on the limitation of the quantity of lead and arsenic in the same connection. One of the main features of manufacture was to keep down the quantity of lead and arsenic, and the percentage of calcium sulphate was immaterial or, at any rate, not so important, and if the Tribunal decided that this substance should be inserted in the List, then the Order must be made in such a form that the purity as far as lead and arsenic are concerned is maintained. Personally, he did not think there would be any difficulty on the part of the Customs in administering any Order imposing a duty that might be made. In conclusion, therefore, he asked the Tribunal to say that calcium biphosphate of baking powder quality is a fine chemical, and should be included in the List.

The proceedings were then adjourned for half an hour.

When the members of the Tribunal returned, the Chairman, in giving the decision, which he read from a short typewritten document, briefly recounted the circumstances of the inquiry and said the Tribunal had come to the decision that calcium biphosphate of baking powder quality is a fine chemical, and should be included in the List of the Board of Trade. No reasons were given for the decision.

Ceylon Derris

THE interest displayed in species of Derris, extracts from the roots of which have shown valuable insecticidal properties, has now extended from Malaya and Sarawak to include Ceylon. The following notes by the Systematic Botanist on the Ceylon species, which appear in the current issue of the Bulletin of the Imperial Institute, may be of interest: "*Derris benthami*, Karapu- (black) tekel (Tamil), or Miung-kala-vel (Sinhalese), is used locally as a fish poison. The bark from the roots is the part chosen, and Trincomalie, Kantalai and Harabane are the localities where it is most popular. *Derris scandens*, Welan- (white) tekel (Tamil), or Bu-kala-vel (Sinhalese), is used at Harabane but not in the other districts. It is considered inferior as a fish poison to *D. benthami*. *Derris uliginosa*, Til-ankoddi (Tamil) is not used as a fish poison, and grows behind mangrove swamps. *Derris parvifolia* was not found, and *Derris oblonga* with *Derris heptaphylla* are wet-zone species." The *Derris benthami* is therefore the most common species in general use, while the fruits of *Randia dumetorum* have also been found in use as a fish poison. Samples of each plant are being investigated, and it is stated that should they prove as serviceable as the Malaya or Sarawak species, fair quantities will be available from certain districts of Ceylon.

New Zealand Kauri-Gum

ACCORDING to the report of the New Zealand kauri-gum industry for the year ended March 31, 1927 (published in a recent issue of the "Board of Trade Journal"), the production of kauri-gum amounted to 3,911 tons, compared with 4,833 tons in the previous year, while exports amounted to 4,529 tons, valued at £301,335, and 5,495 tons, valued at £414,420 respectively. An unusual feature of the year's export was the fact that the tonnage exported to the United Kingdom exceeded that exported to the United States. A great deal of the kauri exported to the United Kingdom is re-exported to the Continent of Europe, and there appears to be little doubt that the good showing made in the export to the United Kingdom was at least in part due to the fact that the new cellulose lacquers are not so freely used in Europe as in the United States. It would appear as if lacquers have permanently displaced varnishes to a very great extent in the motor-car industry in the United States, and that they have also made at least some headway in another form in the furniture trade. Whether the use of lacquers in the United Kingdom and on the Continent of Europe will have the same effect on the kauri-gum trade as it has had in the United States remains to be seen.

So far as kauri-gum is concerned, it is possible that a new process may enable the fossil kauri-gum to come into general use in the lacquer industry. If so, the result would probably be that very large quantities of kauri would be required, and that the cellulose lacquers, instead of diminishing the demand, may actually increase it and provide an outlet at payable prices for a large proportion of the kauri-gum recovered.

INCREASED PRODUCTION

The chief difficulty in the way of production on a large scale has been the inability to obtain labour-saving machinery, especially in the direction of enabling the companies to deliver gum-bearing material into the washing machines at a cheaper rate than could be done by small parties of diggers working on their own account and in competition with these larger concerns. This was largely accounted for by the presence of considerable deposits of buried timber in most gum swamps. During the past year one company operating at Sweetwater, near Awanui, has made what appears to be the best attempt so far at large-scale production. Those connected with the operations have been carrying on investigations in regard to the digging and handling of gum-bearing soil for some considerable time, and a good deal of capital has been expended in bringing the company's plant to its present stage of efficiency. The process is continuous, the soil being carried on tramlines to the plant, where it is dumped into hoppers, and from that point gravity is applied and the material is washed, freed from impurities, dried, and graded as it passes through the various stages.

EXPORT TRADE

The following table gives particulars of the shares of the principal recipient countries during the years ended March 31, 1925, 1926 and 1927:—

Country	Year ended March 31		
	1927	1926	1925
	£	£	£
United States	136,397	211,623	250,379
United Kingdom	133,032	179,868	169,975
Canada	7,181	3,569	5,726
France	6,980	9,136	5,121
Germany	5,432	4,670	6,367
Belgium	4,563	1,168	—
Italy	2,469	2	3,546
Holland	1,950	1,809	1,917
Sweden	1,929	—	820

THE TOPIC OF THE MOMENT.—It is reported through journalistic channels that Weymouth doctors and chemists found an appreciable increase on May 29 in the demands for their services and for pick-me-ups.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, May 31

THE Mincing Lane markets having been closed for the Whitsuntide holidays, there has been little of interest to report since the re-opening. In crude drugs, Curaçao aloes is firm and dearer on ascertained crop shortage. Chinese galls are higher for shipment. Menthol is, if anything, slightly firmer, since the disposal of a number of cheap parcels. Lime juice is in good seasonable demand. Zanzibar cloves are the turn easier. Agar-agar is weak. Among the essential oils, cajuput is in fair demand; Ceylon citronella continues very scarce, and lemon has further advanced, while orange remains steady. Japanese dementholised peppermint is rather firmer. Among the pharmaceutical chemicals quiet conditions are reported, with no decided price alterations. Anidopyrin and methyl sulphonal are steadier without substantial change in price. Citric acid continues quiet, although the Italian combine appear to have advanced their price by ½d. per lb. Among industrial chemicals no important changes in price have occurred over the holidays, business having been quiet. Lead acetate is steadier; sodium hyposulphite is in fair demand and copper sulphate continues firm. In the fixed oils group one or two items are slightly easier; these include palm, rape and linseed oils; all others are unchanged.

Higher	Steadier	Easier	Lower
Aloes Curacao (c.i.f.) Galls (Chinese) Lemon oil Rubber Wood oil (Hankow)	Lead acetate Menthol Methyl sulphonal Peppermint oil (Jp.)	Cloves (Zan.) Linseed oil Palm oil Rape oil Wax, veget. (Jp.)	Dextrin (Amer.) Farina (Dutch) Maize starch powder and crystals

Cablegram

BERGEN, May 30.—The catch of cod since the opening of the season amounts to 60,900,000, against 61,200,000 at the corresponding period of last year, and the yield of steam-refined non-freezing oil is 48,389 hectolitres, against 67,996 hectolitres at the same period last year. Market is unchanged at 160s. per barrel, c.i.f., for finest new Lofoten steam-refined non-freezing oil.

Crude Drugs, etc.

AGAR-AGAR is quiet at 3s. 7d. per lb. for No. 1 Kobe on the spot, and to arrive sellers quote 3s. 4d., c.i.f.

ALOES.—Curaçao is very firm and dearer at 75s. per cwt. c.i.f. to arrive. Advices from Aruba and Curaçao intimate that only small stocks exist and that the crop is short. The exports from the Union of South Africa during 1927 amounted to 834,232 lb. (£6,493), against 1,016,905 lb. in 1926 (£7,603). The destinations were as follows:—

To	1926		1927	
	lb.	£	lb.	£
United Kingdom ..	64,816	461	114,736	960
India ..	7,811	60	5,026	73
Hong Kong ..	48,464	365	15,438	120
Straits Settlements ..	—	—	15,675	120
Belgium ..	19,390	120	6,386	64
France ..	50,114	398	57,165	405
Germany ..	514,966	3,828	367,814	2,760
Italy ..	100,135	742	70,317	569
Japan ..	80,532	655	59,341	469
Siam ..	47,725	340	65,447	505
United States ..	82,952	634	51,269	403
Egypt ..	—	—	5,618	45
Total ..	1,016,905	7,603	834,232	6,493

ANTIMONY remained quiet over the holidays, and spot Chinese ranges from £42 10s. to £43, with sellers for shipment at £41 10s. c.i.f. There is not much doing. English high-grade is at £59 10s. to £60, but good ordinary brands are obtainable at around £58.

BISMUTH is firm, with the Association price standing at 5s. per lb. for not less than five-cwt. lots. According to a report from Canada, the Consolidated Mining and Smelting

Company are contemplating the erection of a plant for the recovery of bismuth from refinery residues, and it is possible that this plant will be operating later in the year.

BUCHU.—The exports from the Union of South Africa during 1927 amounted to 139,444 lb., valued at £6,041, against 186,589 lb., valued at £8,841, in 1926. The destinations were as follows:—

To	1926		1927	
	lb.	£	lb.	£
Great Britain ..	69,528	3,487	45,798	2,008
Australia ..	4,781	297	5,745	282
New Zealand ..	987	40	616	31
Germany ..	5,705	277	3,284	189
United States ..	105,588	4,740	84,001	3,531
	186,589	8,841	139,444	6,041

CADMIUM is very steady, with a good demand for Australian metal at 2s. to 2s. 1d. per lb., according to quantity.

CAJUPUT OIL is in fair demand, and 2s. 7d. per lb. has been paid for original cases on the spot.

CAMPOR (REFINED).—Japanese slabs are quoted at 2s. 4d. per lb. on the spot, and for May-June shipment 2s. 2½d. c.i.f. is asked.

CASCARA SAGRADA.—The new crop is offered at about 52s. per cwt. c.i.f. There is a movement on foot in British Columbia to prevent the indiscriminate collection of cascara owing to depredations in recent years. Public opinion favours forest conservation.

CITRONELLA OIL.—Ceylon is very scarce on the spot, with buyers at 2s. per lb.; the c.i.f. price is in the region of 2s. 2d. Java has quieted down somewhat; two or three parcels are offering on the spot at 1s. 11½d. to 2s., and the c.i.f. price about 2s. to 2s. 1d. per lb.

CLOVES.—Zanzibar are easier, with sellers on the spot at 9½d. per lb. To arrive, August-October shipment is quoted at 9½d. per lb. c.i.f. The landings during the week ended May 26 were 550, and the deliveries 267, leaving a stock of 11,935 bales, against 12,874 in 1927 and 17,624 in 1926. The landings of Zanzibar during the period January 1 to May 26, 1928, were 9,471 bales, against 13,443 for 1927, and the deliveries 7,005, against 8,177 in 1927.

COCOA BUTTER on the spot is offered at 1s. 8½d. per lb. for C.F.R. and at 1s. 8½d. for prime English, in not less than one-ton lots. At auction on Wednesday ten tons prime Italian were offered and bought in at 1s. 5½d. per lb.

COD-LIVER OIL is unchanged. As fishing is shortly drawing to a close buyers are now beginning to show more interest. The final fishing figures are already estimated at about 51,000 hectolitres.

BERGEN, May 26.—The codfishery at Finmarken continues moderate. "Lodde" being lately observed at Finmarken, it is presumed that the catch of cod will develop. ("Lodde" is the name of the smallest kind of salmon, and appears generally in great masses from March to May on the coasts of Finmarken pursued by cod. The "lodde" is only 16 c.m. in length.) The total output of all the codfisheries of Norway—compared with that of the previous years—is as follows:—

To	Catch of cod.	Yield of steam-refined cod liver oil.	Livers for crude oils.
May 19, 1928 ..	59,200,000	47,292 hectol.	9,105 hectol.
May 21, 1927 ..	59,300,000	66,009 "	6,801 "
May 22, 1926 ..	78,900,000	107,997 "	13,192 "
May 16, 1925 ..	49,300,000	80,488 "	9,274 "
May 17, 1924 ..	52,569,000	92,225 "	15,560 "

The sales of oil are still very limited. Finest non-freezing, steam-refined quality is nominally quoted at 160s. per barrel, c.i.f. London.

CORN PRODUCTS, ETC.—Guaranteed water-white glucose (corn syrup) is 23s. per cwt. delivery to end of June ex store, London. Dutch maize starch powder (cornflour) is 16s. 6d. per cwt. on the spot. American is 16s. 9d. per cwt., ex store, London. Pearl starch is 16s. 3d., delivery to end of June, ex store, London. Dutch maize starch crystals is 22s. 6d. on the spot, and American is 21s. ex store, London, delivery to end of June. Dutch dextrin is quoted at 22s. 6d. to 25s. 6d. per cwt. on the spot as to quality. American canary is 20s. 4½d. per cwt. White is 20s. 1½d., ex store, London, delivery to end of June. Dutch farina is cheaper at 17s. per cwt. on the spot, and for shipment 16s. per cwt. f.o.b. is quoted.

GALLS.—Chinese are dearer at 59s. per cwt. c.i.f. for plum-shaped and 59s. 6d. c.i.f. for ordinary.

GINGER.—West African is steady at 55s. per cwt. on the spot, and to arrive 52s. 6d. c.i.f. is quoted. Jamaica appears likely to advance, and several lots are understood to have been taken off the market.

INSECT POWDER is in fair demand at 1s. 6d. per lb. for London ground from good closed Dalmatian flowers.

LEMN OIL has further advanced: on the spot 11s. 6d. to 12s. 3d., being asked; also the c.i.f. prices are cabled dearer, 11s. 9d. to 12s. 9d.

LIME JUICE.—With any seasonable demand it can quite be reasonably expected that spot prices will advance; at present there is a little old crop offering at from 2s. to 2s. 6d. per gallon. This year's arrivals are firmly held at from 2s. 9d. to 3s.; to buy anything forward would cost a few pence per gallon more.

MAGNESIUM is very firm, the current supply being well absorbed, with small ingots and sticks selling at 4s. to 4s. 3d. per lb., and powder ranges from 5s. 6d. to 6s. 6d. per lb.

MENTHOL.—A fairly large buying order has cleared several cheap parcels on the spot; we hear of 15s. 6d. per lb. being refused for K/S brands. It is mooted that several of the near c.i.f. positions have been largely oversold on this side, and sellers have been unable to cover in Japan at prices which show a profit. To arrive 15s. 1½d. c.i.f. is quoted.

MERCURY.—There has been little or no alteration. The demand over the holidays has been very slow, but holders on the spot are quietly maintaining their prices as before at £22 7s. 6d. to £22 10s. per bottle, less the usual discount. Buying by consumers is confined to small lots, and this policy will doubtless be going on for some time, while there is no indication of a change in the attitude of the Italian or Spanish producers; the price quoted in that direction is still about £21 10s. f.o.b. per bottle. Only few inquiries are reported from the Far East, and India is not showing much interest. The tone in New York is reported very steady at about \$124½ per bottle, duty paid.

ORANGE OIL keeps steady, with continual resales of second-hand parcels. West Indian sweet has been sold at 28s. 6d. per lb., and further sellers at 22s.; for arrival there does not appear to be anything to offer. Sicilian sweet on the spot is 32s. 6d. to 35s., and 32s. 6d. to 37s. 6d. c.i.f.

PEPPER is firm but quiet; fair black Singapore is 1s. 6½d. per lb.; Lampong, 1s. 6d.; fair Tellicherry, 1s. 7d.; Alleppy, 1s. 6½d.; and white Muntok, 2s. 3½d. per lb., all spot. Sales include Lampong for August-October shipment at 1s. 4½d. c.i.f., and white Muntok afloat at 2s. 3½d. c.i.f.

PEPPERMINT OIL.—Japanese dementholised is firmer; there are buyers on the spot Kobayashi/Suzuki brands at 6s. 3d., with sellers asking 6s. 4½d. to 6s. 6d.; for outside brands probably 1½d. per lb. less would be accepted. For shipment, Japan cables higher prices, 6s. 4d. c.i.f. being wanted for Kobayashi and/or Suzuki, and five brands a shade less. American natural tin oil is quoted at about 14s. per lb. on the spot and at 13s. c.i.f.

PIMENTO is quiet at from 8½d. to 9d. per lb. on the spot, and for May-July shipment sellers quote 78s., c.i.f.

RUBBER is decidedly firmer and is ¾d. per lb. better on the week. This improvement is due mainly to the heavy buying of spot and near rubber and to the "record" deliveries made from the warehouses during the past week. At one time spot was done up to 9½d. per lb., but closed at 9½d. after the buying power had been temporarily exhausted. Considerable interest has been taken in the market during the past few days, and further important movements may be expected in the near future. Deliveries last week were the largest ever known from London, amounting to 4,743 tons, whilst arrivals totalled 666 tons, showing a decrease of 4,077 tons in the stocks. The London stock now stands at 44,623 tons, against 67,054 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and June, 9½d.; July-September, 9½d.; October-December, 9½d. per lb.

SEEDS are unchanged, with the market still exceedingly quiet, and prices remain as follows: **ANISE.**—Spanish, 50s., Levant, 34s.; Russian, 28s. **CANARY** remains firm: Mazagan at 15s. 6d. and Saffi 15s. on the spot. **CARAWAY.**—Dutch for prompt shipment is unchanged at 37s. 6d. per cwt. c.i.f. **CUMIN.**—Maltese is 55s. and Morocco 50s. spot, and new crop is offered at 39s. c.i.f. June-July shipment. **CORIANDER.**—Morocco is 46s. 6d. spot and new crop is offered at 20s. 6d. c.i.f. for June-July shipment, and Russian is 35s. spot. **FENUGREEK.**—Morocco is 15s. 6d. spot and new crop is offered at 14s. 3d. c.i.f. for July-August shipment. **HEMP** remains scarce; Manchurian is 19s. spot. **LINSEED.**—Mazagan is 21s. on the spot and new crop is quoted at 19s. 6d. c.i.f. for July-August shipment. **MUSTARD.**—English is 27s. per cwt.

SENEGA.—There are as yet no genuine offers of new crop; meanwhile 5s. 6d. is still quoted on the spot.

SHELLAC has been steady, usual standard TN orange offering at 207s. 6d. per cwt.; fine orange is 225s. to 300s.; pure button 235s., and AC cakey 200s. To arrive, the sales include TN for May-June shipment at 182s. 6d. to 184s. c.i.f. For delivery, August has been done at 188s. to 189s., and December at 180s.

SQUILL.—Forward shipment of new crop is offered at from 25s. to 25s. per cwt. c.i.f. as to colour.

VALERIAN ROOT.—Belgian is quoted at 42s. 6d. per cwt. on the spot.

WAX (VEGETABLE).—Japanese is easier at 82s. 6d. per cwt. on the spot, and for May-June shipment 78s. c.i.f. is quoted.

Pharmaceutical Chemicals, etc.

THERE is no change of importance to record. Quiet conditions are reported for the few days of business of the past week, and since the holidays there has been very little doing.

ACETANILIDE is unchanged on spot at 1s. 5½d. to 1s. 6d. per lb. for B.P. crystals and powder.

AMIDOPYRIN is steadier at last week's value of about 8s. per lb.; market dull.

ASPIRIN continues steady and in normal request: quoted from 2s. 5d. to 2s. 7d. per lb., as to grade and quantity.

BENZOIC ACID (B.P.) is steady and business continues fair: quantities from 2s. 0½d. to 2s. 0½d. per lb., ex works; two or three cwt., 2s. 1d. to 2s. 2d. per lb.

BROMIDES are steady but rather subdued: dealers quote ammonium, 1s. 11½d.; potassium, B.P. crystals, 1s. 7½d.; granular, 1s. 7d. to 1s. 7½d.; sodium, B.P., 1s. 10½d. per lb. for quantities, in cases. British makers' list prices are unchanged: ammonium, from 2s.; potassium, from 1s. 8½d. to 1s. 9½d.; sodium, B.P., 1s. 11d. to 2s. per lb., in cwt. lots.

CALCIUM LACTATE remains quiet, with spot offers at about 1s. 1½d. to 1s. 2d. per lb. for fair quantities.

CHLORAL HYDRATE is fully maintained, with a fair business moving: duty-paid crystals, from 3s. 1d. to 3s. 2d. per lb.

CITRIC ACID (B.P. crystals) continues quiet for the time of year and the tone remains rather unsettled: quoted prices are holding at about 1s. 10½d. to 1s. 11d. per lb., less 5 per cent. for foreign in quantities, but some holders appear to be willing to accept a shade less. The "Cifac" are reported to have advanced their prices by ½d. per lb., and say that for May-June shipment nothing further can be shipped except what they have already arranged for.

CRESOTE (B.P.) is unchanged as quoted from 1s. 8d. to 1s. 8½d. per lb. for quantities; smaller parcels, 1s. 9d.

CRESOTE CARBONATE is quoted by dealers at about 5s. 10d. to 6s. per lb.

GUAIACOL CARBONATE is seldom called for: quoted on spot at about 4s. 8d. to 4s. 10d. per lb.

HEXAMINE.—Prices for spot supplies are unchanged; business only moderate: small crystals, 1s. 11d.; fine powder, 2s. 1d.; free-running crystals, 2s. to 2s. 2d. per lb.

HYDROQUINONE is well maintained with a fair demand: half-ton lots, 3s. 8d. up to 4s. 3d. for 14-lb. parcels.

LACTIC ACID (B.P.) is steady on spot from 1s. 11d. to 2s.

METHYL SALICYLATE (B.P.) is quoted in large quantities at about 1s. 4½d. to 1s. 4½d. per lb.; small parcels, 1s. 6d.

METHYL SULPHONAL is steadier but still quiet: quoted on spot at 8s. 9d. to 9s. per lb.

PARALDEHYDE is unchanged on a quiet market: quantities, in carboys, 1s. 1d. to 1s. 2d.; small lots, in bottles, 1s. 3d.

PARA-FORMALDEHYDE (100 per cent. powder) is unchanged as quoted for quantities, in kegs, at 1s. 8d. per lb.; small parcels, 1s. 9d.

PHENACETIN is steady but quiet: quoted from 2s. 5d. to 2s. 7d. per lb.

PHENAZONE is unchanged at about 3s. 10d. to 4s. per lb., with not much business moving.

PHENOLPHTHALEIN is steady but quiet: quoted on spot from 5s. 11d. to 6s. 1½d. per lb.

POTASSIUM PERMANGANATE (B.P.) is holding at last week's higher rates: spot, from 5½d. per lb. for quantities, in drums; small parcels, 6d.

RESORCIN continues to be quoted on spot from 3s. to 3s. 2d. per lb.; market steady but quiet.

SALICYLIC ACID (B.P.)—Quantities are quoted at about 1s. 2d. to 1s. 2½d. per lb.; cwt. lots, 1s. 2½d.; small parcels, 1s. 3d.

SALOL shows no change as controlled: cwt. lots, 2s. 4½d.; 56 lbs., 2s. 5d.; small parcels, 2s. 6d. per lb.

SODIUM BENZOATE (B.P.) continues in fair demand, with prices well held: quantities from 1s. 7½d.; one or two cwt., 1s. 8d. per lb.

SODIUM DIETHYLBARBITURATE remains slow of sale, with spot offers from about 7s. 10d. per lb.

SODIUM SALICYLATE (B.P.) is fairly steady, although rather quiet: crystals, from 1s. 8d.; powder, from 1s. 6½d. to 1s. 7d. per lb. for quantities, in cases.

SULPHONAL remains dull with dealers offering at about 6s. 6d. per lb.

TANNIC ACID.—B.P. *levis* continues to be quoted at about 2s. 10d. per lb. for quantities; small parcels, 3s.

TARTARIC ACID remains quiet, but prices on quotation are still generally held at 1s. 4½d. to 1s. 4½d. per lb., less 5 per cent. for foreign; bids for quantities at a point lower might be accepted in some quarters.

TERPIN HYDRATE is of little interest: quantities from 1s. 5d. to 1s. 6d. per lb.

THYMOL is unchanged, with synthetic fine white offered on spot at about 9s. 6d. per lb.

VANILIN is steady but distinctly quiet: quoted at about 15s. to 15s. 6d. per lb. for 100 per cent. from cloves.

Industrial Chemicals, etc.

London, May 30

BUSINESS has been generally quiet over the past week, with the market showing no important changes.

ACETIC ACID continues steady, with business poor: 80 per cent. technical, £36 15s.; 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE remains quiet, but dealers' prices are steady: B.G.S., in drums, £63 to £67 per ton, ex store.

ALUM is meeting with a moderate demand, with prices for lump steady at about £8 5s. to £8 7s. 6d. per ton, ex store; slightly cheaper forward in quantities.

AMMONIA (ANHYDROUS) is moving in good quantities on a competitive market: 99.95 per cent., 9d. to 11d. per lb., in loaned cylinders, carriage paid; slightly less for big contracts.

AMMONIUM CHLORIDE is unchanged on a dull market: grey galvanising, £21 10s. per ton, in casks, ex store; slightly less for contracts.

ARSENIC.—Demand has been slow, but the tone continues steady, with sellers of white Cornish 99 per cent. asking £17 to £17 5s. f.o.r. mines; Mexican 99 per cent. is offering at £17 5s. c.i.f. Liverpool.

BARIUM CHLORIDE continues to be offered at cheap rates, with business small: 98 to 100 per cent. prime white crystals, £7 12s. 6d. per ton, in casks, ex store; slightly cheaper forward.

BLEACHING POWDER (35 to 37 per cent. available chlorine) is unchanged at keen prices: quoted from £6 12s. 6d. per ton, in casks, for quantities; one or two-ton lots, £7, carriage paid.

COPPER SULPHATE continues firm, although business was interrupted by the holidays: f.o.b. terms for export remained at £26 to £26 15s. for casks, f.o.b., less 5 per cent., and terms for home use stand at about £27 delivered.

CREAM OF TARTAR remains slow of sale and the bulk of the business done of any size has been at slightly less than the quoted rates of 97s. 6d. to 100s. per cwt., less 2½ per cent.

FORMALDEHYDE continues steady on a quiet market: 40 per cent by volume, £37 per ton, in casks, ex store; slightly less forward in quantities.

FORMIC ACID is well maintained at former rates: 85 per cent., in carboys, £46 5s. to £46 12s. 6d. per ton, in carboys.

ISOPROPYL ALCOHOL shows no change, with a fairly good demand in small quantities: reliable make quoted from 10s. 9d. to 11s. 3d. per gallon, in drums.

LEAD PRODUCTS.—Lead acetate is steadier and unchanged: brown, £39 10s.; white, £41 10s. per ton, in casks, ex store; red lead, imported, about £30 per ton, c.i.f. London; white lead, imported and home makes, dry, £36 to £42; ground in oil, £44 to £52 per ton, carriage paid in U.K.; no change in Convention prices.

OXALIC ACID continues steady with business limited: quoted from £29 17s. 6d. to £30 per ton, ex wharf.

POTASH CAUSTIC.—Convention prices are unaltered; business has been quiet: spot, less than one ton, £36 15s.; one to five tons, £33 5s.; five to fifteen tons, £32 15s., in drums, ex store; 30s. per ton less in all cases, c.i.f.

POTASSIUM CARBONATE is quiet and unchanged: 90 to 92 per cent., £25; 96 to 98 per cent., £26 per ton, in casks, ex store; slightly less for contracts.

POTASSIUM CHLORATE is maintained at last week's higher prices of 3d. per lb. for quantities to come forward; spot parcels, 3½d. per lb., ex store.

POTASSIUM PERMANGANATE is steady at recently advanced rates; business remains slow: commercial quality, in two-cwt. drums, from 5d. per lb., ex store.

POTASSIUM PRUSSIAN is very steady, although business is not of much account: yellow, 6½d. to 6¾d. per lb. for quantities, in casks; small parcels, 7d. to 7¼d. per lb., ex store.

SODIUM ACETATE is fully maintained at £21 per ton, in casks, ex store; spot supplies limited.

SODIUM CHLORATE is steady, with quantities to arrive from 2½d. to 3d. per lb., ex wharf; small spot parcels, from 3½d.

SODIUM HYPOSULPHITE is fairly busy, with prices steady: dealers quote pea crystals, in one-cwt. kegs, at £15 to £15 2s. 6d. per ton; commercial, £9 10s., in casks, ex store. British makers' price for pea crystals to home consumers on contract, £15 per ton, carriage paid to buyer's station.

SODIUM NITRATE continues dull and unchanged: 95 per cent., £10 15s.; 96 per cent. refined, £11 per ton, f.o.r., docks, London.

SODIUM NITRITE is steady but quiet: 100 per cent. basis, £19 17s. 6d. per ton, and 20s. 6½d. per cwt., docks, London.

SODIUM PRUSSIAN is maintained at last week's prices; market firm: quoted from 4½d. to 4¾d. per lb. for quantities, in casks, ex store; small parcels from 5d.

SULPHUR.—There is a fair demand for crude, with quotations ranging from £5 12s. 6d. to £5 17s. 6d., and Sicilian

flowers are quoted at £12 7s. 6d., while refined ground is £11, and roll at £9 15s., all c.i.f. to arrive.

COAL-TAR PRODUCTS, ETC.—There is no change to report; market remains quiet. ANILINE OIL is unchanged at from 8d. per lb., packages extra, carriage paid. ANILINE SALT continues to be quoted in quantities at 8d. per lb., packages extra, carriage paid. BETANAPHTHOL is steady and fairly active: quantities from 10d. per lb., carriage paid. CARBOLIC ACID crystals hold steady at unchanged prices. CREOSOTE OIL is unchanged; business fair: ex works, 7½d.; f.o.b., 8½d. per lb., in bulk quantities. CRESYLIC ACID is firm and business is brisk. NAPHTHALENE remains quiet, with importers' prices rather off the market: flakes and balls, £16 15s. per ton, in cases, ex wharf. METHYL ALCOHOL is steady and in some request: quoted from £45 per ton, in drums, ex store; cheaper for quantities to come forward. PYRROLINE is dull: nominal from 4s. 6d. to 5s. 6d. per gallon, f.o.b. TOLUOL is maintained in price: commercial 90's, 1s. 8d.; pure, 1s. 10d. per gallon, at works. XYLOL remains dull: pure, about 1s 10d.; commercial, 1s. 7d. per gallon at works. PITCH is lifeless: nominal quotation, 60s. per ton, f.o.b. East Coast.

Fixed Oils, etc.

SINCE the re-opening after the holidays business has so far been very quiet in most products. One or two items are slightly easier. ACID OILS have been quiet: coconut and/or palm kernel, 39s.; groundnut, 32s.; soya, 28s. spot. CASTOR is unchanged, market still quiet: pharmaceutical, 51s.; first pressings, 46s.; second pressings, 43s. 6d. spot in barrels in not less than one ton lots. COCONUT is quiet but steady: deodorised, spot, 48s.; Ceylon, 42s. 3d. c.i.f.; Cochin, 53s. c.i.f. COTTON is unchanged and quiet: deodorised, 44s. 6d.; common-edible, 43s. 6d.; soapmaking, 39s. 6d.; crude, 37s. spot. GROUNDNUT has remained quiet: deodorised, spot, 47s. 6d.; crude Oriental, 42s. c.i.f. PALM KERNEL is unchanged and dull: deodorised, 45s.; crude, 41s. spot. PALM.—Further slight reduction in prices for some grades is recorded; market has been quiet throughout: Lagos, 34s. 9d.; softs, 34s. 6d.; mediums, 34s. 6d.; hards, 34s. 9d.; bleached, 37s. 6d. spot. RAPE is slightly easier and dull: deodorised, 46s. 6d.; crude, 44s. 6d. spot. SOYA has been quiet: deodorised, 42s. 6d.; crude, 36s. spot. LINSEED (RAW, NAKED).—Prices for all positions show a further slight decline and the market has been quiet since the holidays: Spot, 21s.; June, 30s. 1½d.; June-August, 29s. 10½d.; September-December, 30s. 10½d.; January-April, 31s. 4½d. Boiled oil, spot, 34s. 7½d. Hull, on spot, 29s. 7½d.; June, 30s.; July-August, 30s.; September-December, 30s. 9d. TURPENTINE.—The market was generally idle, but the tone in America was somewhat harder after the recent decline. The tone here was fairly steady, the spot price on Wednesday closing at 39s. 6d.; June, 39s. 9d.; July-December, 42s. Deliveries for last week were 1,921 barrels, making a total since January 1 of 44,567 barrels, comparing with 58,104 barrels the same period last year. Stocks were returned at 24,569 barrels, which, together with spirit afloat of 5,225 barrels, makes the total London visible supply 29,794 barrels. RESIN.—The demand was sufficient to take care of the daily receipts in America, where prices experienced but little alteration, c.i.f. terms being as follows: B to D, 16s. to 16s. 4½d.; E to F, 17s. 6d. to 17s. 9d.; G, 17s. 10½d.; K to M, 18s. 3d.; W.G., 21s., and W.W., 22s. 6d. Terms ex-wharf command 9d. per cwt. over these figures. There is practically no interest for French grades, which are too dear. WOOD.—Hankow on spot in barrels has been sold up to 80s. per cwt. OLIVE.—French (B.P.), 6s. per gallon; edible, 7s.; Italian edible, 8s. 3d. per gallon, ex wharf.

Zanzibar Cloves

THE Eastern African Dependencies' Trade and Information Office is informed that the clove market in London is much disturbed owing to a rumour that the Government of the Protectorate of Zanzibar contemplates a reduction in the clove duty, and in this connection the following is an extract from an address delivered by the British Resident, Sir Claude Hollis, K.C.M.G., at the meeting of the Legislative Council on October 28, 1927, relative to changes in the incidence of taxation: "I now come to the most important announcement which I have to make in connection with this Budget. In order to broaden the basis of taxation, to lighten the burden which lies so heavily on the producer of cloves, more especially at prevailing prices, and at the same time to make good the drop in revenue derived from this source, the Secretary of State for the Colonies has agreed in principle to an increase in import duties from 10 to 15 per centum. A Bill providing for this change will be introduced and carried through all its stages to-day. From the additional receipts which will accrue under this head, it is proposed to raise the existing bonus to clove growers to the equivalent of two-fifths of the duty, or in effect to reduce the duty to 15 per centum."



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Questions of Policy

SIR,—As chairman of the Chemists' Defence Association may I ask, in reference to the article entitled "Taking It Lying Down," in your issue of May 12:—

(1) Is it in the interests of retail chemists that the defence to any summons should be that the B.P. is not the standard? At present the retail chemist knows where he is: if he supplies the B.P. article he is safe; if he supplies anything else he takes the risk of being convicted. The same standard applies equally between himself and his wholesaler as between himself and his customer, and if the wholesaler does supply something else and a conviction is the consequence the wholesaler is liable to him in damages, even if there is no warranty.

(2) In the recent turpentine liniment and magnesium oxide cases the great majority of the chemists who were tested supplied the article which the prosecution said all the chemists ought to have supplied. Were they wrong? Your article implies that they were—at least, I do not gather that even your claim for freedom would justify several chemists in the same neighbourhood supplying different drugs in response to the same order or prescription.

You say, "There should be a definite standard of quality for everything supplied to the public which the public are entitled to obtain if they ask for standard quality, and are entitled to receive without asking for it if it is prescribed by a medical man;" but what you propose should be done is the opposite. The magnesium oxide prosecutions were all based on the prescription of a medical man. Your article is rhetorical rather than historical, and it would take more space than I care to ask you for and more time than I care to give to point out all its inaccuracies and inconsistencies; but your criticism of the defence in the recent Islington cases is, I think, met by what I have said.—Your obedient servant,

J. E. FRENCH,

Chairman, Chemists' Defence Association.

Co-operative Societies

SIR,—Your correspondent Mr. Alfred Simons is trying to confuse the issue when he explains that co-operative societies do not give "rebates," but only pay dividends to shareholders. When he says that a shareholder "will receive in due course his share of the society's profits, just as if he were a shareholder in any private concern," he must know that a holder of shares in, say, the Austin Motor Co. will not find it any easier to obtain an allowance off the price of an Austin car, but that he will receive such dividend as is due to him whether he buys a car or not. He must also know that the holder of a one-shilling share in a co-operative society who buys, say, one ½-lb. tin of Andrew's Liver Salt every week will receive in due course an allowance called dividend, though it is actually a rebate, equal to over a penny per tin on his purchases. Retailers have just as much right to arrange with manufacturers what is a fair and proper remuneration for selling certain articles, and to agree to maintain such as a minimum, as trade unionists have to negotiate with their employers for maintaining fair and proper wages. Each class has an equal right to complain if any employers or workers seek an unfair advantage by adopting any sort of subterfuge to avoid compliance with the agreement.—Yours faithfully,

E. SKUES.

London, S.W.17.

SIR,—I would like to ask your correspondent, Mr. Alfred Simons, if he is not confusing terms and if he wishes to do so deliberately. Co-op. "dividend" (commonly called "divi") is a different thing from shareholders' dividends. I know "members" of co-operative societies have a "share" or "shares" in the store and

may get 5 per cent. or so interest (in dividend) on the £1 share; but the "divi" on the amount of purchases is another thing, and it is better to call it a "rebate," as that is actually what it is—a rebate on purchases. Shareholders in railway companies, gas companies, etc., do not get interest dividend on their shares and a "divi" on their "purchases." I knew of stores that gave 3s. in the pound "divi" to members and 1s. 6d. rebate (?) to non-members. How does your correspondent explain this?

Yours faithfully,

B.L.U.N.T. JOHN (29/5).

Business Ethics

SIR,—"Galen's" remarks on the obliging of competitors emphasises a custom which probably obtains in almost every town. Reciprocity, no doubt, augments friendship; *esprit de corps* should be agreeable to all, and civility pays in the end. By all means let us supply goods when our opponents send orders, but only when they are accompanied with payments at current list rates. The "discount" profit should compensate the vendor.—Yours, etc.,

H. C. MEYRICK.

Woodhouse, Sheffield.

SIR,—There are times and cases when this borrowing business is decidedly overdone, but to charge a neighbouring chemist full price for any article he may be out of stock of temporarily savours very much of fleecing the shorn sheep. And although presumably the chemists in the Poole area were supposed to adhere to the full-price rule for the men in their own trade, they were left to oblige and charge grocers at their discretion. But why oblige a grocer with stock at all? Surely we have heard enough about the competition of the grocery trade in chemists' lines without helping them to secure our customers by obliging them with our own goods. What sort of goods would a chemist oblige a grocer with? Would he lend him a few pounds of Epsom salts to keep him going with his cut-price trade until his own supply came in? Or would he oblige with a few tins of infants' food? Or possibly the grocer might have a patent-medicine licence, and send round for one or two proprietaries to enable him to keep up his drug department, as some of them call it. If the chemist were to take up the sale of biscuits, rice, or similar goods I can imagine the remarks of the grocer if the chemist wanted to be obliged.

Faithfully yours,

CHEMIST FIRST (30/4).

"Laboratory Boys"

SIR,—The reference to "the manufacturing laboratory boy" in Mr. McLean's letter in your issue of May 5 seems to argue a dislike to neophytes from the wholesale. Some years ago I had through my hands at various times about a dozen of these young fellows for tuition in dispensing on the way to the examination-rooms. Rather to my surprise I discovered these "laboratory boys" to be remarkably well informed, and their knowledge of chemistry and pharmacy much above the normal. My surprise was premature. Accustomed as they were every day to handling drugs and chemicals, making and testing in a systematic way all the medicinal armory of the retail shop, it was really no wonder that their specific knowledge should be greater than one usually meets with. It is true, of course, that in the nature of things they were mere amateurs in the handling of pennyworths at the counter and shop customers generally—and, indeed, inclined to view the retail with some disdain. However, they all passed without trouble, and now occupy (all but two, who lost their lives in the war) various and good positions. Only one, I fancy, is connected with the retail. I do not think there was anything here in the way of selection. Some young men like to rise to good positions: others are content to keep in the rut, and, in short, do the donkey work without any responsibility.—Yours, etc.,

J. P. (10/5).

Expiry Dates on Packed Goods

SIR,—I should like to draw attention to the bugbear of expiry dates on foods and certain other preparations. I do not remember reading any letters on the subject before, but I should be glad to have other readers'

opinions on the matter. Personally, I think it a fit subject for the R.P.U. to take up with the manufacturers. I have just been going over my stock, and find that I must have at least £2 worth of goods which are out of date and all in 1/12ths of a dozen. I do not think mine is an isolated case, as the stock of such things is kept very carefully, and generally is 1/12th of a dozen of each size, as I have replacements practically every day. The wholesalers refuse to credit or replace. The manufacturers wish us to stock their goods, and yet to get these goods exchanged will cost me 7s. or 8s. carriage on five or six parcels, which is more than the profit on the whole lot. The natural sequence is, that I shall not stock these lines in future, but will get them as they are wanted. Surely it would be an easy matter to have a system whereby they could be either credited or exchanged without all the trouble and expense as at present. Even with stock the date of which has not expired, it is becoming common for customers to say "Oh, this is stamped May; haven't you got it stamped December?"

Yours etc.,

G. M. (17/5).

Packed Goods Trade

SIR,—Referring to your note on the "Packed Goods Trade" in the Commercial Compendium, there is no question that to keep pace with a busy counter trade the drugs you mention must be kept ready packed; personally, I keep all these, and others as well, packed in several sizes. Besides this, there should be a list of prices hung up somewhere readily available, or the drawers or containers should be marked with the prices, so that when a customer inquires for any item he can be quoted the price of the various sizes without delay in looking up price lists (which gives a bad impression). Promptness in this will generally effect the sale of a larger size. Regarding the question whether it is better to pack these goods on the premises or to buy them ready packed, to my mind there can only be one answer; unless the chemist is absolutely single-handed they should always be packed in the pharmacy. There can be very few pharmacies in which every assistant, or even one assistant, is fully occupied every hour in the week; and once the stock is got up very little time is required to keep it up to the required quantity. By this method also one can keep one's stock in the right proportions and not have to buy a gross or half a gross of some line which is not turned over very rapidly, and so remains in stock a long time besides locking up capital. Moreover so many of the ready-packed lines to-day bear a brand mark. Even if I were single-handed I should endeavour to keep up my own packing, as even a one-man shop must have an errand-boy or -girl, who should be intelligent enough to fill ointment tins, etc., under proper supervision in spare moments.

Faithfully yours,

PACKER (29/5).

The Next British Pharmacopœia

SIR,—Your suggestion that chemists should demand the definite setting up of B.P. quality as the official standard for all that the B.P. contains should be made an important part of our policy. I am not quite sure which is the proper body to formulate such a demand on the behalf of chemists; but as the prosecutions which have brought this matter up for discussion were on account of articles sold in retail shops, the selling of them is really a trade matter, and over this the Pharmaceutical Society has no jurisdiction, so that the claim should devolve on the R.P.U. Possibly both bodies could co-operate, each working in their respective spheres. The root of the whole trouble is that we are now in the position of having different standards for preparations with the same titles, and when the Insurance formularies were introduced they should never have included formulas having the same titles as products already in use from which they differed in composition. The younger men who have entered the business since the N.H.I. Acts were passed must find it doubly confusing. Even B.P. formulas are varied in successive editions. It seems rather hard on the chemist that these things can be altered without detriment to the consumer, but that when the chemist supplies something which he gathers the customer really wants he is liable to prosecution. What

would happen if we always took the public literally? Your last remarks also require the most careful consideration; it is impossible for a lay magistrate to follow the intricacies of these trade names and formulas, and he should have the assistance of trained chemical advice in every such case.—Faithfully yours,

DETRIMENTAL (21/5).

Slips in Prescribing

SIR,—If it were not dealing with such a serious matter, the report of the meeting of the Plymouth Insurance Committee (*C. & D.*, May 19, p. 634) would afford really humorous reading to anyone who is conversant with the facts and in daily touch with Insurance dispensing. To say that mistakes in writing prescriptions are purely clerical errors and the sort of things all human beings must occasionally be guilty of, strikes a chemist as being very amusing, when he remembers the things that have been said by doctors about slips in dispensing, and the urgency with which they have pressed for the present system of testing of medicines. One might quote the classic "Hyd. perchlor. . . h.s.s.," but we get many nearly as bad as this. I can remember two which I came across, liq. strychn. 3ss. for 3ss., and ext. ergot. liq. for ext. glyc. liq. in a cough mixture; only a knowledge of the prescriber's usual habits saved the second one. It does not sound much to say that the chemist should refer to the doctor in every case, but in practice it causes him endless trouble and inconvenience; the patient brings the script to be dispensed when the surgery is closed and there is no possibility of communicating with the doctor. We are supposed to hide the fact from the patient that the script is not as it should be; I really think sometimes that the best way would be to hand it back with a request for the doctor to amend or confirm it before it can be dispensed, and let somebody else do the running about. Another solution would be to have printed forms, similar to those that have been issued for "dangerous" drugs scripts which are not in order.—Yours truly,

ERROREM (22/5).

Subscriber's Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Bronze Shop Fronts

I am shortly having a new front put in. I am advised to have a bronze one erected, the advantages claimed being that it makes a distinct and outstanding appearance, is non-corrosive and imperishable. I should be pleased to know if any subscribers have had such a front erected, and their views as to its advantages or otherwise would be greatly appreciated.—Senex (22/5).

D.D.A. Prescription-Forms

Mr. F. S. Rose, 110 George Street, Croydon, sends us a specimen of his Dangerous Drugs Acts prescription-forms, which he says he has found very useful. Each form measures 6½ in. by 4½ in. The heading, 2 in. deep, bears the words "Not to be repeated," with dotted lines for the patient's name and address. Similar lines at the foot of the form provide for the prescriber's name, address and qualification, the date on which the prescription is written, and the date on which it is dispensed. The essentials for the doctor to observe are printed in small type in the left-hand margin.

Spirits in Medicines

Your explanation of the position regarding spirits in medicines (*C. & D.*, May 26, p. 660), and shows us what the law intended on the subject; unfortunately this has not worked out as was expected in practice. To the plain mind the reading of the section which you quote clearly exempts chemists from the Spirits Act when dispensing legitimate prescriptions; but the magisterial mind apparently works differently. Clearly this is a position which calls for the fighting attitude which you appealed for recently, and should be taken to the House of Commons, if necessary, sooner than chemists should give up without a murmur an exemption which Parliament expected them to possess.—Frumentum (30/5).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

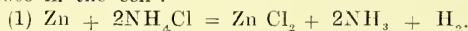
Bramley (3/5).—MANGE OINTMENT.—This is a black ointment containing sulphur, potassium nitrate and carbon with lard as its base. Thus it is an old-fashioned black gunpowder (about 60 per cent.) ointment.

H. H. (10/5).—PERMANENT WAVING SOLUTIONS.—The "No. 1" solution contains 15 per cent. of ammonia, with a little perfume which resembles heliotrope or piperonal. The solution is somewhat cloudy, possibly due to a trace of oil, but it is not sufficient to leave more than a trace of residue on evaporation on the water bath. The "No. 2" solution is nearly clear, has a specific gravity of 0.99, which, as well as the odour, suggests the presence of alcohol. The odour is suggestive of liquor hamamelidis (possibly 50 per cent.) as the chief perfume, although a little synthetic perfume is also indicated. The total solids amount to only 0.08 per cent., which may be due to gum or other adhesive (3 or 4 grains per ounce).

W. Z. C. (10/5).—BUILDERS' POWDER.—This powder consists apparently entirely of kieselguhr, a siliceous earth composed mainly of diatoms. It is widely applicable as a non-conducting material, and as such it may have been used by the building contractor for making a lagging for steam pipes, or in refrigerators. It is also used in making certain cements, and as a polishing agent.

E. J. (29/5).—FOOT-ROT IN FERRETS.—Make a thin paste of sulphur and lard, then add one in ten of Stockholm tar. Apply to the infected parts every other day, and after two or three applications wash the foot with warm soap and water. Foot-rot in ferrets is generally attributable to keeping them in dirty boxes.

Wet H.T. (7/85).—When the circuit incorporating a Leclanché cell is completed two chemical actions take place in the cell:—



From the first reaction, which is the one taking place outside the porous pot, you will see that zinc chloride is formed, not added.

Duplicator (15/85).—COPYING GRAPH.—See *C. & D.*, 1927, I, 508. Gelatin may be used in place of glue.

Sea Angler (15/85).—PRESERVING BAIT.—The formula for the solution generally used for preserving bait was given in the *C. & D.*, April 14, p. 492. Lug worms can be kept for several days in a bucket of water on the bottom of which there is an inch or two of sand. The water should be changed daily and the dead worms picked out. The large yellow-tailed lug will keep better than the common lug, and is also the best bait for whiting and cod. The yellow-tailed ones are sometimes dried by being hung over a line, their liquid interior being first squeezed out through their mouths.

F. L. M. (16/85).—(1) FLY SPRAY.—See *C. & D.*, May 26, p. 676. (2) DRY SHAMPOO.—See *C. & D.*, 1927, II, 410.

J. D. W. (22/85).—Inquiries must be authenticated by the writer's signature.

M. J. B. (23/85).—HAIR CURLING PREPARATIONS.—See *C. & D.*, May 12, p. 612, and *C. & D.*, February 18, p. 232.

G. D. R. (28/58).—WATER-SOFTENING.—For domestic use preparations for softening water are mainly borax or sodium carbonate, or mixtures of the two salts, with the addition of perfume. Treatment on a large scale depends on the cause of the hardness and purpose for which the water is to be used. If "temporary" lime water may be added to convert calcium bicarbonate into carbonate. "Permanent" hardness is difficult to treat, the addition of caustic soda being the simplest way of neutralising it. Permutit is often used for water-softening for the purpose you mention.

Legal Queries

R. B. (30/85).—A— and **B—** intend to enter into an agreement to manufacture and advertise a proprietary preparation. Must they be registered under the Registration of Business Names Act? [If they carry on business together in the way proposed they will have to be registered under and comply with the other requirements of the Act, unless they trade under the style of A— & B—, that is to say, a style that includes the surnames of both without any addition other than Christian names or initials.]

S. C. (22/8) asks whether there is any objection to the use of the word *ipeacuanha* or "ipecac" on the label of a preparation sold by grocers, etc., if the preparation does not contain that drug. [In our view, the use of the word *ipeacuanha* or an abbreviation of it in the circumstances stated would lay the vendor open to a prosecution under the Sale of Food and Drugs Act, 1875, or the Merchandise Marks Act, 1887, for using a false label or applying a false description. In addition, a purchaser might have a right of action for damages for breach of contract.]

H. E. D. (9/5) was engaged by a chemist upon the understanding that he was to have a fortnight's holiday for every year's service, and that the contract of employment should be terminable by a month's notice. "H. E. D." has served for six months and now wishes to leave. Is he entitled to give three weeks' notice and take the remaining week of the month as a holiday? [In our view "H. E. D." must give a full month's notice and is not entitled to any part of his holiday until he has served for a year, unless a contrary intention was clearly expressed in the agreement.]

Bromide (30/85).—What length of notice terminating his services must be given to his firm by a representative who is paid a minimum sum per week on account of his commission, which is made up and paid quarterly? Is there an established custom in the drug trade upon this point? [The length of the notice must be reasonable, having regard to all the circumstances, and of these we have no knowledge. There is no custom in the drug or any other trade in such cases that the courts recognise universally; but it has frequently been held that a contract of this kind cannot be terminated by less than three months' notice.]

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," June 15, 1878

A Successful Doctor

Dr. Henry Jephson, of Leamington, a medical celebrity well known to the older generation of pharmacists, has recently passed away. His practice was so extraordinary that a notice of one who so directly influenced pharmacy must not be omitted. He is said to have made probably the largest income from his profession yet known, though the palm lies between him and the late Dr. Bright, of Savile Row. The death of the latter was a distinct pecuniary loss for London West-End pharmacy, while his prescriptions were models of clearness and arrangement. . . . Many things are noteworthy respecting Dr. Jephson. While experimenting as a young man with fulminating silver, he blew off the first and second fingers of his right hand, but the accident, which would seem peculiarly unfortunate for a physician, in no way interfered with his career. Like many of our present medico-scientific men, whose industry is almost incredible, he was always busy; and with scarcely a minute which he might call his own, passed the scantiest of leisure in his laboratory. . . . From the first his success was remarkable; indeed, he made his mark while an assistant in 1818 with Mr. Chambers, of Leamington. Subsequently he went to Glasgow, where he took his degree, and he was induced by a deputation of his old friends and patients not to settle at Cheltenham, as he originally proposed, but to return to the town with which his name is inseparably connected. During twenty years his practice assumed so wide a range that patients came to him from all parts of the kingdom, from the colonies, and from the Continent. . . . Elder pharmacists had reason to regret the withdrawal from public life of one who lived before the age of drops, and by whom concentrated mixtures were not recognised



[Commenced C. & D., July 5, 1924]

Palm Kernels and Oil, Commerce.—Just as the coconut palm is characteristic of Asiatic and Oceanic cultivation, so is oil palm the chief product of this species in Africa. Spread chiefly along the Atlantic coast of Central Africa, and tending in most cases to spontaneous growth, this tree is utilised for trade purposes only where means of transport and available labour permit. Of late years oil palms have been introduced also into the Dutch East Indies and British Malaya, where the output of palm oil has made considerable progress. Trade in the produce of the oil palm is occupied in exports of palm-nuts, palm kernels and oil, and the chief countries of production are British West Africa (principally Nigeria), French West Africa, Portuguese Guinea and the Belgian Congo. The exports of palm nuts and kernels in the period 1909-1913 amounted to 400,000 tons, of which Nigeria furnished 180,000 tons, Portuguese Guinea 60,000 tons, Sierra Leone 50,000 tons and Dahomey 30,000 tons; the remainder was made up by smaller quantities from the Cameroons, Belgian Congo, Togoland and other colonies in Western Africa. During the war these exports were notably increased, contrary to those of the other raw oleaginous products, which is probably due to the fact that Europe, the exclusive importer of palm nuts and palm kernels, preferred, on account of the reduced tonnage available, to get its supplies from the nearest market, which in the case of these two products happened to be Africa. In 1919 the exports were greatly augmented as a result of improved transport; Nigeria in that year registered the highest figure with 220,000 tons, followed by Dahomey with 70,000, and the Cameroons with 40,000 tons. Regarding imports, Europe, as already indicated, completely absorbs all the available quantity of palm nuts and palm kernels. The war, however, brought about great alterations in the distribution of the products of the oil palm to international markets, though the exports continued to find their destination in Europe. Previously to 1914 nearly all went to Germany (about 25,000 tons) and to the Netherlands (about 50,000 tons, of which three-fourths were re-exported), and in less quantity to Belgium and to France. From 1914 onwards Great Britain and France became almost the exclusive importers. Great Britain had taken so few palm kernels that the Board of Trade returns did not allot them any separate heading, but in the year 1918 the imports amounted to about 300,000 tons. France also has given an impulse to the trade with her colonies, though much less pronounced than in the case of Great Britain; in 1918 French imports were more than 50,000 tons, while in previous years they were only about 2,000 tons. Since the war the exports have, with the return to normal conditions, been distributed among a greater number of countries. Great Britain, however, continues to absorb the largest proportion; in fact, over two-thirds of the whole. France, although decreasing its purchases, still maintains a higher figure than before the war; the Netherlands, following on a sudden and notable development in 1919, reduced their transit trade so that it became practically negligible. Other countries reappear as importers, as, for example, Germany, with a considerable quantity, even if a great deal less than before the war; also Czechoslovakia and Belgium, which latter country appears to have taken the place of Holland, having initiated a noteworthy transit trade. Regarding the pre-war trade in palm and palm kernel oils, the exporting centres comprise French and British West Africa and

the Belgian Congo (Nigeria being the leading country in this respect), followed again by Dahomey, the Ivory Coast, the Belgian Congo and the Gold Coast Colony (which exported principally palm oil), and the European countries, i.e., Great Britain and Germany, who exported the oil manufactured from imported palm kernels. Before the war Germany was the chief exporting country. During the war the palm oil exports from Africa diminished somewhat, whilst the German manufacture of this oil disappeared, leaving Great Britain as sole European manufacturer, whose exports largely increased. After the war the year 1919 registered the maximum exports of palm nuts and palm kernels from the African regions just mentioned, while concurrently the exports of home manufactured palm oil from Great Britain were on the decline. In the two years which followed, however, African exports declined rapidly to a point below the pre-war level, whilst in Europe there was a noteworthy recovery on the part of British factories. Coming now to imports, it is noted that in the pre-war period Europe absorbed nine-tenths, while the remainder went to North America (mainly the United States). The chief importing countries were Great Britain, by far the most important, then Germany, Holland, France and Belgium. During the war European exports on the whole diminished, except in the case of France, who alone among the European countries managed to procure from her colonies increased quantities. In North America, too, during the war, imports decidedly declined, although Canadian figures increased, but not sufficiently to make up for the diminution in those of the United States. In 1919 and 1920 a quick recovery in imports is noticed on the part of all European countries, among which we see anew Germany and Belgium with considerable quantities, not to mention Great Britain, which continued to keep the lead. During this period there was a noticeable recovery in the United States import trade, while that of Canada was on the decline. In 1921 there was a decrease in the imports into all countries, particularly in those of the most important ones, as Great Britain, France and the Netherlands, which three countries imported less in 1921 than in any other year of the period 1909-1921. In 1922, however, these same countries showed a fresh increase in imports, but hardly such as to bring them up to their pre-war level. The following notes relate to the various colonies:—

NIGERIA.—For a good many years now the mainstay of Nigeria's trade has been the exports of the products of the West African oil palm. Briefly, the fruits consist of the following three main parts:—(1) The outer oily, soft pulp, from which palm oil is extracted and in which is enclosed (2) the hard shell of the nut, inside which is (3) the kernel, containing palm-kernel oil. The following table shows the progress made in the export of palm oil and palm kernels since 1912:—

		Palm kernels		Palm oil				Palm kernels		Palm oil	
Year		Tons		Tons		Year		Tons		Tons	
1912	..	185,000		77,000		1918	..	205,000		86,000	
1913	..	175,000		83,000		1919	..	217,000		101,000	
1914	..	162,000		73,000		1920	..	207,000		85,000	
1915	..	153,000		73,000		1921	..	153,000		53,000	
1916	..	161,000		67,000		1922	..	179,000		88,000	
1917	..	186,000		75,000		1923	..	223,000		99,000	

The exports of palm oil from Nigeria during 1926 were approximately 113,000 tons, and that of palm kernels over 248,000 tons. The price of oil was fairly steady throughout the year, and ranged from £22 to £28 per ton, but the average throughout the year was low and seldom rose higher than £23 10s. per ton. The price of kernels varied between £13 and £15 per ton. The products of the palm, oil and kernels were valued at over £8,000,000 in 1926, and made up nearly half of Nigeria's exports for the year. There is, in addition, a rapidly growing local consumption of the oil as a food. Almost the whole of this produce was collected by the natives from their forest or semi-cultivated palms, and treated by them for oil and kernels. But Nigeria, and even the West Coast, has no longer an unchallenged monopoly in this production. The menace of outside competition began to show itself in 1925, when Sumatra exported 9,000 tons of oil and kernels, and development there is proceeding so rapidly that about 100,000 short

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tons will be produced there in 1936. An important factor is that while the Nigerian product is extracted by simple native methods, in Sumatra the oil is extracted by modern machinery, yielding a far higher proportion of good oil than is obtained in Nigeria. At Victoria, in the mandated area, German owners of the Cameroon plantations have established a system of oil extraction by a process involving the use of benzine as a solvent. It is probable that this process is the most significant development in the palm oil situation to-day.

SIERRA LEONE.—During 1926 this colony exported 65,000 tons of palm kernels, which is the largest quantity shipped in any year from this source, being an increase of 1,769 tons over the previous year. The value, including duty, was £1,116,780. Prices in the European market averaged only £20 6s. per ton, compared with £21 10s. in 1925, the value declining by £35,687. The United Kingdom took only 36,487 tons, or 56.1 per cent., compared with 54,814 tons, or 86.7 per cent., in 1925, while Germany increased her purchases from 7,994 tons in 1925 to 28,111 tons in 1926, or 43.2 per cent. of the total exports. The exports of palm kernels from Sierra Leone since 1913 have been as follows:—

Year	Tons	Year	Tons	Year	Tons
1913 ..	49,201	1918 ..	40,816	1923 ..	59,545
1914 ..	35,915	1919 ..	50,622	1924 ..	61,117
1915 ..	39,624	1920 ..	50,425	1925 ..	63,231
1916 ..	45,316	1921 ..	40,409	1926 ..	65,000
1917 ..	58,020	1922 ..	49,029		

The total exports of palm oil from Sierra Leone in 1926 amounted to 2,865 tons (£89,032), against 2,988 tons (£94,132) in 1925. An export of less than 3,000 tons of palm oil from a country whose main wealth is the oil palm seems woefully small, but it should be borne in mind that palm oil is the food of the inhabitants and that shipments merely represent the residue after the wants of the populace have been satisfied. The following table gives the average prices of palm kernels and palm oil on the European market during the last twenty years:—

Palm kernels

Year	Per ton £	Year	Per ton £	Year	Per ton £
1907 ..	16.00	1914 ..	19.00	1921 ..	20.00
1908 ..	13.00	1915 ..	16.00	1922 ..	17.50
1909 ..	14.00	1916 ..	22.00	1923 ..	18.75
1910 ..	18.00	1917 ..	25.00	1924 ..	21.00
1911 ..	18.00	1918 ..	26.00	1925 ..	21.50
1912 ..	19.00	1919 ..	35.50	1926 ..	20.25
1913 ..	22.00	1920 ..	38.00		

Palm oil

Year	Per ton £	Year	Per ton £	Year	Per ton £
1907 ..	28.00	1914 ..	29.00	1921 ..	33.66
1908 ..	22.00	1915 ..	30.00	1922 ..	35.66
1909 ..	22.00	1916 ..	36.00	1923 ..	35.75
1910 ..	31.00	1917 ..	44.00	1924 ..	39.83
1911 ..	30.00	1918 ..	49.00	1925 ..	40.50
1912 ..	27.00	1919 ..	70.00	1926 ..	37.75
1913 ..	30.00	1920 ..	64.00		

The following table gives the average monthly prices (per ton) in the United Kingdom obtained for palm kernels and palm oil during the years 1924, 1925 and 1926:—

	Palm kernels			Palm oil		
	1924	1925	1926	1924	1925	1926
January ..	£ 21	£ 22½	£ 21	£ 40½	£ 44½	£ 39
February ..	20½	21	20	41½	42½	39
March ..	19½	20	20½	40½	41½	39½
April ..	19½	21	20½	37½	39½	38½
May ..	19½	21½	21	35½	39½	38½
June ..	21	21	21½	36½	39½	38½
July ..	21	21½	20½	38½	39½	38
August ..	21	22	20½	39	40½	38
September ..	21	21½	20½	39	40½	37½
October ..	23	21	19½	42½	39½	37
November ..	22½	21½	19½	44	39½	36½
December ..	22½	21½	19	43½	39½	35½

GOLD COAST.—The oil palm is found practically all over the country except in the open dry plains of the interior, but the commercial area of production is con-

fined to certain more or less well-defined localities, covering a total area of several hundred square miles where the palms grow in profusion. The palms, however, can be readily extended by cultivation over a wide extent of country. In the commercial production of palm oil very crude methods are employed, and as a result the oil varies considerably in quality. The exports of palm oil have shown considerable variation in recent years, as will be seen by the following table:—

Year	Gallons	£	Year	Gallons	£
1918 ..	670,867	83,629	1921 ..	67,447	7,718
1919 ..	938,595	140,163	1922 ..	210,384	20,010
1920 ..	629,612	114,084			

The exports of palm-oil kernels from the Gold Coast Colony in recent years have been as under:—

Year	Tons	£	Year	Tons	£
1918 ..	8,933	152,922	1921 ..	1,650	30,820
1919 ..	9,802	253,243	1922 ..	3,155	46,449
1920 ..	7,664	224,684			

MALAYA.—A hopeful start has been made in cultivating the oil palm in Malaya, and satisfactory results are already recorded, the export of palm oil having grown from 195 tons in 1923 to 726 tons in 1926, and to palm kernels from 50 tons to 180 tons. The total area planted at the end of 1926 was 12,500 acres, and a further 45,000 acres have been acquired. The oil is of a superior quality and will compete not so much with West African palm oil as with other high-grade oils used primarily for edible purposes.

Palm Kernels

The following figures show the imports into Great Britain for the years 1922 to 1926 inclusive:—

	1922	1923	1924	1925	1926
	Tons	Tons	Tons	Tons	Tons
Germany ..	—	12	—	345	567
Dutch E. Ind.	—	272	330	483	722
Belgian Congo	787	6,031	4,355	1,915	58
French W. Africa	13,955	37,423	48,543	35,087	39,161
Port. W. Africa	119	1,180	422	346	10
Liberia ..	886	632	898	912	789
Other foreign countries ..	353	829	1,473	358	384
Total from foreign countries	16,100	46,390	56,021	39,446	41,816
Gambia ..	323	369	505	591	634
Sierra Leone ..	39,062	54,697	57,801	47,466	32,411
Gold Coast ..	1,990	2,281	7,438	3,580	4,273
Nigeria ..	154,497	157,713	175,054	151,823	141,365
Other British countries ..	166	91	182	488	1,030
	196,038	215,151	240,980	203,948	179,713
Total ..	£ 3,699,383	£ 4,824,140	£ 6,226,265	£ 5,280,369	£ 4,551,340

Palm oil, unrefined

	1922	1923	1924	1925	1926
	Tons	Tons	Tons	Tons	Tons
Germany ..	80	163	16	129	267
Netherlands ..	1,613	666	418	277	196
Dutch E. Ind.	1,199	1,230	1,758	1,897	—
Belgian Congo	2,169	255	1,301	4	56
French W. Africa	4,343	6,045	7,903	8,552	6,690
Portugal ..	825	28	40	288	4
Port. W. Africa	320	175	80	78	103
Liberia ..	137	222	139	360	364
Other foreign countries ..	162	112	129	81	73
Total from foreign countries	11,298	8,932	11,792	11,712	9,410
Sierra Leone ..	1,448	2,461	2,623	2,686	2,653
Gold Coast ..	395	594	1,201	759	667
Nigeria ..	57,511	52,142	57,932	64,984	56,346
Other British countries ..	614	173	427	335	344
	59,966	55,370	62,183	68,764	60,010
Total ..	£ 71,266	£ 64,302	£ 73,935	£ 80,476	£ 69,420
	£ 2,321,492	£ 2,267,076	£ 2,850,447	£ 3,205,082	£ 2,615,486

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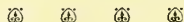
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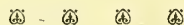
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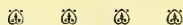


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MCCOY'S TABLETS

We do this with the one object of protecting the Trade. The formula will remain unchanged, for there is not the slightest doubt that McCoy's Tablets are a genuine product.

It is significant, in this connection, that the most particular newspapers of the country, which have been acquainted with the *full facts and analysis*, have unhesitatingly accepted our renewed advertising.

Now take advantage

the Trade.

The specific appeal of McCoy's Tablets as a weight producer will be more extensively advertised in the Press than ever before. Our heaviest advertising campaign has already started.

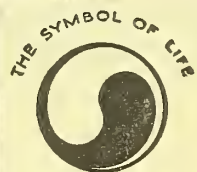
The public will still receive the guarantee of results or money back in all our advertising. You can therefore stock and sell McCoy's Tablets with every confidence. They do what is claimed for them, as their formula is unique and thoroughly good.

McCoy's Tablets have proved a real money maker to Chemists, and no better product is sold to the public. Now it will prove a greater money maker than ever.

We take this opportunity of thanking the trade for so loyally supporting us, and we particularly appreciate the hundreds of sympathetic letters received from Chemists in all parts of the country.

McCoy's Laboratories Ltd., Westwick St., Norwich

of our Advertising!



REGD. TRADE MARK.

PRUNOL Prune Jelly

NATURE'S FRUIT LAXATIVE

For a limited period only we are making a

SPECIAL OFFER

ONE FREE IN EVERY DOZ.

On condition of displaying "Prunol"

By taking advantage of this offer your **PROFIT** on each sale is **11½d.**

SUPPLIED BY USUAL WHOLESALE HOUSES

PRUNOL LTD., 28 Buckingham Gate, London, S.W.1.

(A. BRUCE DOBELL, Managing Director.)

RETAIL
2/11

Dr. BENGUE'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUE'S ETHYL CHLORIDE.

Dr. BENGUE'S DRAGÉES.—EUPURGO.

PULMO (BAILLY).—FORXOL.—OPOBYL.

ANESTILE.—NARCOTILE.—HEMOSTYL.

LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.

ENTERO ANTIGENS.—STAPHYLOTHANOL.

NEOPANCARPINE. RICARD'S CACHETS.

BENGUE & CO., LTD., MFG. CHEMISTS,

24 FITZROY STREET, LONDON, W.1.

It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake retailer prepares to meet that demand and so reap the benefits which follow.

IGLODINE has become a household word, and the public, through satisfaction which comes after trial, are demanding IGLODINE PREPARATIONS. Are you the retailer who is preparing to meet the demand?

Iglodine

The Safe and Pure Antiseptic

Write to-day for full particulars to:

THE IGLODINE CO., LTD. - Newcastle-on-Tyne.



A National Chemical Holdings' Preparation

We are launching a wide-spread advertising campaign from which you will benefit.

ENQUIRIES &
PRELIMINARY
INSTRUCTIONS
:: INVITED ::

The National Chemical Holdings
LIMITED,Appleby House, 46 St. James's Place,
LONDON, S.W.1

"Appledoc" is a pleasant
and attractive laxative
equally suitable for adults
or children.

FLIT Advertising reaches everywhere

Every Chemist in the country will feel the effect of the strong, consistent FLIT advertising, which again is the greatest publicity campaign ever devoted to a household insecticide. No matter where you are located you will benefit from this advertising if you put FLIT where your customers can see it.

If you are not stocking FLIT, you are losing highly profitable business. Millions of housewives, everywhere, use FLIT. It is the fastest selling household insecticide on the market to-day—a real profit producer.

Order now for early delivery.

In four sizes.	List per doz.	Retail Selling Price.
8-oz. tins with free mouth sprayer	17/-	2/-
16-oz. tins	25/6	3/-
Combination set (16-oz. tin and FLIT hand-sprayer)	42/-	5/-
32-oz. tins	42/-	5/-
128-oz. tins	143/-	17/-
FLIT hand-sprayers	19/-	2/3
Special FLIT continuous sprayers...	45/-	5/6

✱ [WRITE for SPECIAL FREE GOODS
OFFERS for WINDOW DISPLAYS] ✱

FLIT

REGISTERED TRADE MARK
DESTROYS

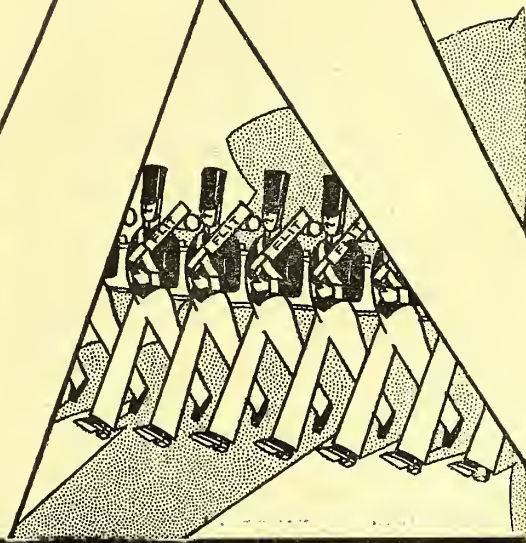
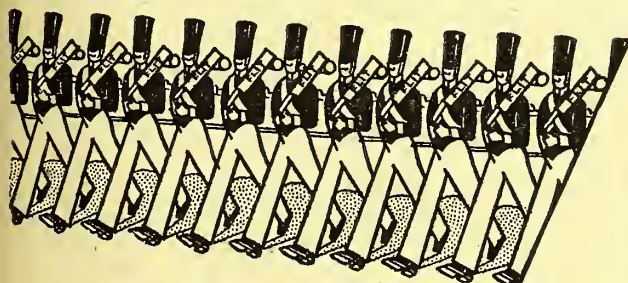
Flies, Mosquitoes, Moths, Midges,
Ants, Wasps, Bugs, Fleas, Cockroaches

Distributors:

ANGLO-AMERICAN OIL CO., Ltd.
Albert St., Camden Town, N.W.1

Telephone:
Hampstead 8066.

Telegrams:
"Nufinjol," Norwest, London."



SHEN WORKS
TOWER BRIDGE RD.
LONDON - S.E.1

**ROBERT
BLACKIE**

*Wholesale
Manufacturing Chemist*

Telephone : HOP 2422
(Two Lines)

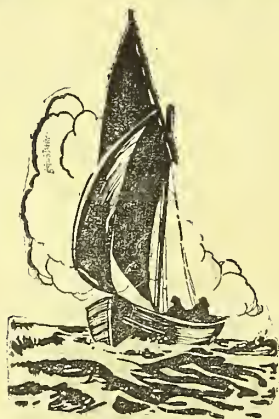
Telegrams :
"USHENSPUNA,
LONDON."

The Creams and
Ointments of
Distinction
are

"SPUN"

(REG. TRADE MARK)

FULL SALES !



MEAN

SATISFACTION

SATISFACTION MEANS PACKED GOODS
AND CHEMISTS' SUNDRIES FROM

"NEWBERYS"
(F. NEWBERY & SONS LTD)

CARDIFF :
Crichton Place.

CHARTERHOUSE SQ.,
LONDON, E.C.1

LIVERPOOL :
College Lane.

**Sphagnol once
Sphagnol always!**

Continuous requests for samples and a steadily growing trade demand prove that Sphagnol preparations are winning public favour by sheer merit.

Our customers' repeat orders show that where Sphagnol is once used it is used always thereafter.

Sphagnol is recommended by over 12,000 doctors for Eczema, Acne, Alopecia, Psoriasis and all skin troubles.

Sphagnol

CURATIVE & TOILET PREPARATIONS.

PEAT PRODUCTS (SPHAGNOL) LTD.
(Dept. C.3), 21 Bush Lane, London, E.C.4.

Increased Profits on Irving's YEAST-VITE Tablets

AND **IRVING'S YEAST-VIMAL** TRADE MARK VITAMIN FOOD

On and after APRIL 2nd, 1928, YEAST-VITE Tablets and YEAST-VIMAL will be sold under P.A.T.A. protection as follows:—

YEAST-VITE	Sizes	1/3	3/-	5/-	12/-	24/-	} Net 30 Days
	at	12/-	28/10	48/-	114/-	220/- per doz.	
YEAST-VIMAL	New Sizes	7½d.	1/2	2/2	5/-	9/6	} Net 30 Days
	at	6/-	11/3	20/9	48/-	90/- per doz.	

SPECIAL WINDOW SHOW BONUS TERMS

Cancelling all previous Bonus arrangements.

For a 14-days' Window Display Bonus will be given as under:

<u>YEAST-VITE</u>	14 to the Dozen on £5 order and over (Assorted Sizes)	} Bonus on 1/3, 3/- and 5/- sizes only.
	13 " " £3	
"No Bonus" on 12/- or 24/- sizes, or less than 1/2-dozen 5/- size.		

	Order.	Bonus.	Order.	Bonus.
EXAMPLES	3 doz. 1/3 £1 16 0	3 only 1/3	4 doz. 1/3 £2 8 0	8 only 1/3
	1 " 3/- 1 8 10	1 " 3/-	1½ " 3/- 2 3 3	3 " 3/-
	¼ " 5/- 0 12 0		½ " 5/- 1 4 0	1 " 5/-
	£3 16 10	EXTRA PROFIT 6/9	£5 15 3	EXTRA PROFIT £1 4 0

YEAST-VIMAL 13 to the Dozen on £3 order and over (assorted sizes).

The Prominent Display of New and Attractive Show Material Will Double Your Sales.
Write for Photographic Illustrations (with sizes) of New Showcards, Cut-outs, etc., sent FREE and carriage paid on request.

IRVING'S YEAST-VITE LIMITED

Phone: Clerkenwell
4623 (2 lines).

12-16 LAYSTALL STREET, CLERKENWELL, LONDON, E.C.1

Wires: Yeastvite,
Cent, London.



Beecham's Pills

1s. 3d. size - 11s. 9d. per dozen
3s. 0d. " - 28s. 0d. "
5s. 0d. " - 54s. 0d. "

Beecham's Powders

1s. 3d. size (8 Powders) 11s. 9d. per dozen
5s. 0d. " (40 ") 54s. 0d. "

Less 2½% Cash Discount.

A further 5% allowed for Window
or other Advertising display.

Orders—Minimum Quantity FIVE POUND
(Assorted sizes, Pills and Powders).

PACKAGES FREE. CARRIAGE PAID.

TERMS: CASH WITH ORDER.

All communications to be addressed and cheques made payable to:
BEECHAM'S PILLS LIMITED,

Sales Office:

BEECHAM-VENO Buildings, Chester Road, MANCHESTER

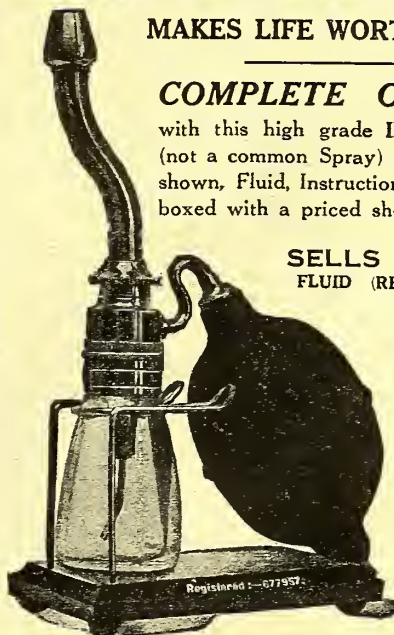
ZEALS ASTHMA FLUID

MAKES LIFE WORTH LIVING

COMPLETE OUTFITS

with this high grade INSTRUMENT
(not a common Spray) and Stand as
shown, Fluid, Instructions, &c., neatly
boxed with a priced show ticket.

SELLS AT 25/-
FLUID (REFILLS), 5/-



Thousands
in use in
all parts of
the World.

Write for
terms and
booklets,
or order
through
Whole-
saler.

ZEALS ASTHMA FLUID & ATOMIZER CO., LTD.
84 Uphill Park Road, WESTON-SUPER-MARE.

MARMITE

NO wonder everybody is asking for Marmite!

Not only is this great Yeast Food brought strongly before the public by powerful advertising, but distinguished Medical men recommend it in the public Press as one of the richest known sources of the much-discussed "Vitamin B."

Make a feature of Marmite.

RETAIL PRICES

1 oz. Jars, per doz. 6/-	8 oz. Jars, $\frac{1}{2}$ doz. 15/-
2 oz. " " 10/-	8 oz. " per doz. 30/-
4 oz. " " 18/-	16 oz. $\frac{1}{2}$ doz. 27/-
16 oz. Jars per doz. 54/-	



MARMITE FOOD EXTRACT CO., LTD.,
Mincing Lane House, 59, Eastcheap, London, E.C.3.

IF YOU WANT GOOD VALUE IN FOREIGN AUSTRALIAN AND BRITISH WINES

"CROWN" BRAND—LIEBIG'S MEAT AND
MALT WINE, "WIN-FERRO"—TONIC
BLOOD WINE—LIME JUICE
CORDIAL and LEMON SQUASH

Write to:

LAMB & WATT, Ltd.

48 St. Anne St., LIVERPOOL

FOR PRICE LIST.

ESTABLISHED 1847.

Sole Distributors of the finest quality of
Australian Red, Tawny and White Wines (Port
style—full strength) "Mongoose" Brand

Highest Awards at all International
Exhibitions where shown.

LOSALL'S SALT

SELLS FREELY AND READILY.

PAYS 50% ON OUTLAY.

An infallible remedy for

**Gout
Rheumatism
Eczema & Skin
Affections**

P.A.T.A. doz.
net
4 oz. tins 1/-, 8/-
8 oz. " 1/9, 14/-
Bottles 2/-, 16/-

Attractive advertising
matter supplied on
application.

SOLD EVERYWHERE.



Manufactured by

LOFTHOUSE & SALTMER, Ltd.
HULL.

WINDOW STICKERS FOR Non Substituting CHEMISTS

'ASPRO'

Write for this
TO-DAY



We have been requested by chemists to supply anti-substitution advertising matter. We have, therefore, prepared this window sticker, size 23½ ins. x 7 ins. We suggest you write for one to-day. It will be sent Post Free



ALSO PUT IN AN 'ASPRO' WINDOW DISPLAY—Connect up with 'ASPRO' continuous advertising and make £5 to £10 a week.

ASPRO IS LISTED ON THE P.A.T.A.—
and shows you a protected profit

**LOOK WHAT
CHEMISTS SAY**

Chemists are realising the fact that by devoting their window display to advertised goods they are sharing the goodwill of about £10,000,000 worth of advertising yearly. 'ASPRO' is perhaps the best demonstration of this principle that England has seen. 'ASPRO' spends £250,000 a year in advertising and is increasing its appropriation as sales grow.

The chemist who places the 'ASPRO' Window Display in his window gets the benefit of this advertising just the same as if his own name appeared in the advertisement. Demonstrated results are always better than statements, so we herewith give one from the many letters received from chemists who are featuring 'ASPRO' Window Displays. It tells its own story.

Messrs. Gollin & Co. Pty. Ltd.

Dear Sirs,—I have pleasure in enclosing for your inspection a photograph of 'ASPRO' display. This display has been entirely successful except winning a prize in the competition which is yet to be judged. Apart from that I am well pleased with the results. Taking into consideration that 'ASPRO' is extensively advertised and has become a household word with people, I think that when I state that the sales almost doubled themselves that this fact is worth recording. Over and over again they are being bought by those who have once taken them. This in short is eloquent testimony of their worth. That they do what you claim I have no doubt, and however critics may argue their composition 'ASPRO' remains pre-eminent, or, as I show in the window, "the best by every test." Faithfully yours—

P.S.—In fairness to 'ASPRO' I should state that 'ASPRO' customers are frequently customers for other goods (*verb. sap.*).

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to medical science, and its claims are based on its superiority.

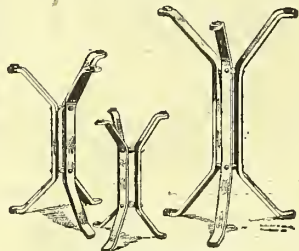
Agents: **GOLLIN & Co. Pty. Ltd. ('Aspro' Dept.), SLOUGH, Bucks.**

No proprietary right is claimed in the method of manufacture or the formula.

'Phone: Slough 608.



The Leading House for "low-price" fittings

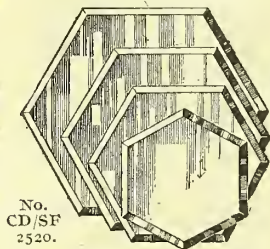


No. CD/SF 2518.
The New "Tresfort"
Brown Bronze Tripod.

Very artistic. Rubber
buffers fitted top and
bottom.

12 ins.	4/9 each
18 ins.	7/6 "
24 ins.	10/6 "
30 ins.	13/6 "

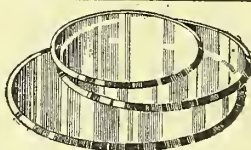
The Strongest and
Cheapest Tripod ever
offered.



No.
CD/SF
2520.

Hexagon Shaped Shelves
with bevelled edges.

12x12, 3/6 ea.	18x18, 6/6 ea.
15x15, 4/9 "	24x24, 10/6 "



No. CD/SF 2521.
Bevelled Edge Ovals.

14 x 10	3/9 each
18 x 12	5/9 "
24 x 18	10/6 "

Bevelled Edge Shelves
are the latest vogue for
artistic window display.

New 160-page List, No. CD 1055, free on request.

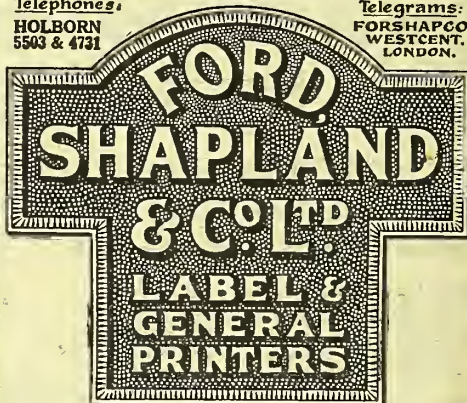
DUDLEY & COMPANY, Ltd.

558-576 Holloway Road,
LONDON, N.7

City Showrooms:
65-66 Fore Street, E.C.2

Telephones:
HOLBORN
5503 & 4731

Telegrams:
FORSHAPCO.
WESTCENT.
LONDON.



FINE ART SHOWCARDS. CARTONS.
ENVELOPES FOR SHAMPOO POWDERS.
CORN SILK, ETC.

"Sol-Vo" Sanitary Paper
in Rolls & Packets.

AGENTS FOR THE REGISTRATION
OF TRADE MARKS.



CAMWAL

TABLE WATERS - in Syphons & Bottles
LEMONADE POWDER } in Packets, Cartons,
AQUAPERIA WATER } and Canisters.
or SALTS (P.A.T.A.) } WINDOW
LEMON SQUASH - in 26 oz. Bottles, } DISPLAYS.
(with plain or Soda water forms a delicious drink).

HOME and EXPORT PRICES and TERMS on application.

CAMWAL, Ltd. LONDON, MANCHESTER, BRISTOL,
BIRMINGHAM, HARROGATE.

City Office: 52 Queen Victoria Street, LONDON, E.C.4
Phone: City 4497.

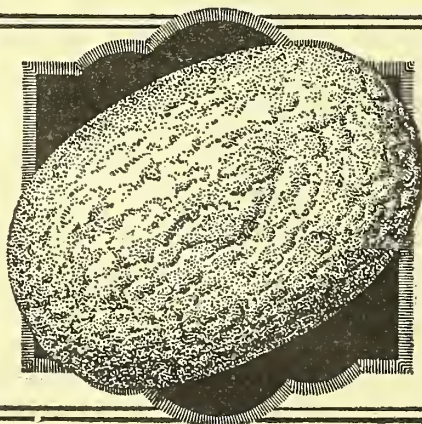
RIDGE'S FOOD

for Infants and Invalids

WELL ADVERTISED to the GENERAL PUBLIC.

SAMPLES, ADVERTISING MATTER and SPECIAL
DISPLAY TERMS ON APPLICATION TO:

ROYAL FOOD MILLS, LONDON, N.16



Two thirds
actual size

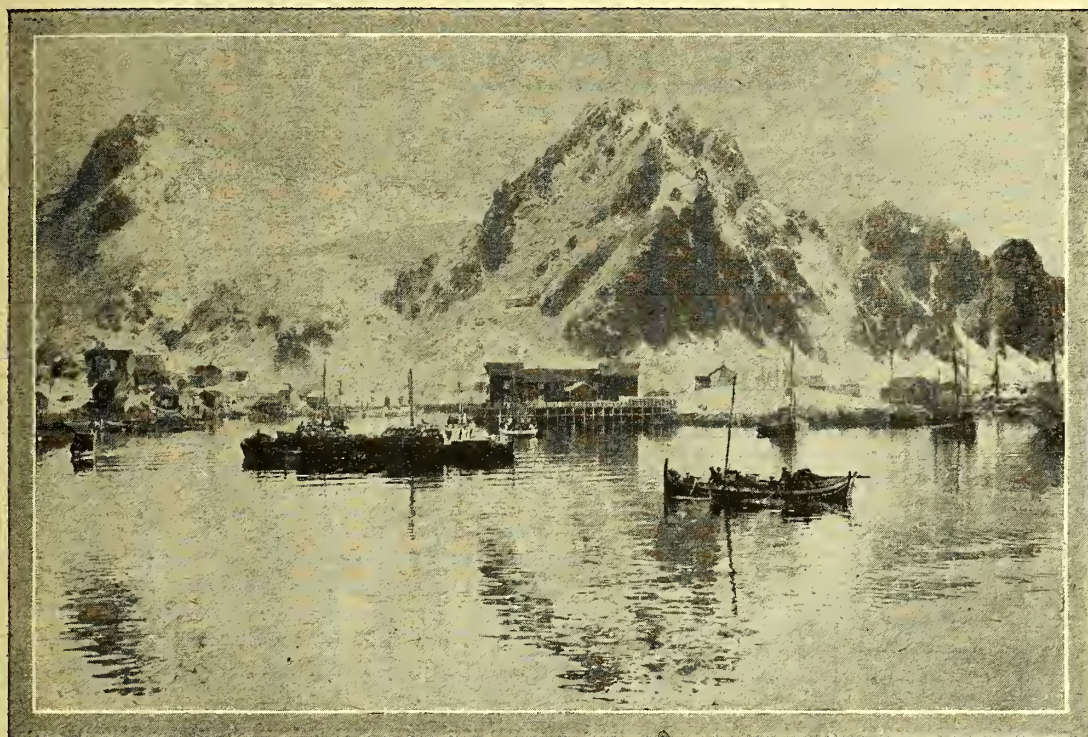
Bath Rusks

Unsolicited testimonials daily for Carr's
famous Bath Rusks which are ideal for
babies and young children. Scores of letters from
grateful mothers. Recommended everywhere.

Made only by

CARR'S of Carlisle

The Oldest House in the Trade

*Photo Wilse*

Modern Methods.

The present method of producing finest quality medicinal cod-liver oil was discovered in Norway some 70 years ago.

In principle the oil is melted out of the livers by aid of steam: either air-dried steam is conducted directly through the livers, or the livers are treated in containers with double walls between which the steam is forced.

Subsequently the liquid oil is filtered so as to remove all solid fats: the resultant product then becomes innocent of disagreeable taste and odour.

None is richer in vitamins than this Norwegian medicinal codliver oil.

Anti-rachitic
Growth-promoting



NORWEGIAN MEDICINAL CODLIVER OIL

Petroleum Jelly

White, Yellow, Amber,
& Ruby Red, for all
Pharmaceutical and
Veterinary purposes

MEADE-KING, ROBINSON & CO., LTD.

22 Water Street
LIVERPOOL.

523 Salisbury Hse
Finsbury Circus
LONDON.

Deansgate Arcade
MANCHESTER.

Martineau Street
BIRMINGHAM.

Wellington
Chambers
LEEDS.

ADEPS LANÆ, P.B.

THE FINEST BRITISH LANOLINE PRODUCED
IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.
Carnwath Road, Fulham, London, S.W.6

Telephone: Putney 1153 and 1154.

WHO INVITE ENQUIRIES. Telegrams: "Batapo, Walgreen, London."

PETROLEUM JELLY

Best qualities Yellow and White B.P. Red Veterinary and Green.

GOUGH, KIDSTON & CO.

43/45 Gt. Tower Street, London, E.C.3

Tel. No.: Royal 2666 & 2667.
Tel. Add.: Kidstonism, Bilgate,
London.

Also GUM ARABIC and TRAGACANTH
BEESWAX and JAPAN WAX.

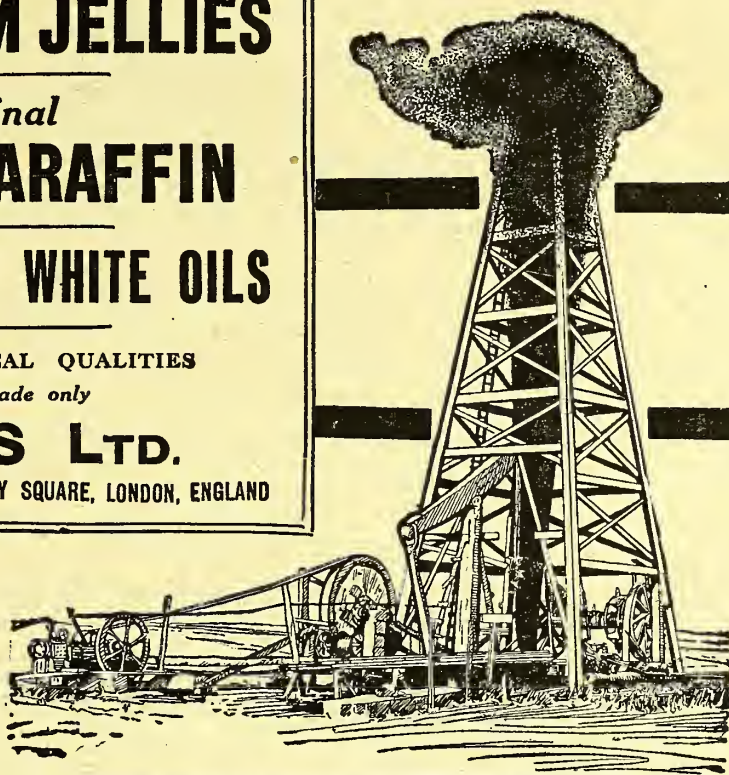
Works: Bermondsey.
Tel. No.: Hop. 2029.

PETROLEUM JELLIES*Medicinal***LIQUID PARAFFIN****WHITE & HALF WHITE OILS**

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only***STERNS LTD.**

80 ROYAL LONDON HOUSE, FINSBURY SQUARE, LONDON, ENGLAND



FRANCIS F. FOX & Co. LTD.
BRISTOL

LINSEED OIL
TURPENTINE
FINE OLIVE OILS
COPPER SULPHATE
CRUSHED LINSEED
&c.

PRICES ON APPLICATION.

Telegrams : "Fox, Bristol."

Telephone : Bristol 19

PETROLEUM JELLY
("SALVO PETROLIA")
BRAND

THE PERFECTION OF PETROLEUM JELLY
MANUFACTURED SOLELY BY

THE DEE OIL CO. LD.
D 23 & 24 EXCHANGE BUILDINGS
LIVERPOOL

TELEPHONE :
CENTRAL 3859

TELEGRAMS :
"CESTRIAN"

LONDON OFFICE
11 POULTRY, CHEAPSIDE, E.C.2. PHONE : CITY 8455

PACKED IN BARRELS, KEGS OR
SMALLER PACKAGES IF DESIRED.

OTHER GRADES OF
PETROLEUM JELLIES, WHITE BASES ETC.
WHITE OILS, B.P. & Technical Qualities
SAMPLES & PRICES ON APPLICATION

OLEUM DEELINE (DEE OIL)
THE UNFAILING CURE FOR ECZEMA



BY APPOINTMENT.

PARAFFINUM LIQUIDUM B.P.

S.G. 890/5. Guaranteed to remain bright at 0°C.

White and Half White Oils
B.P. White and Yellow Petroleum Jellies

*QUOTATIONS and SAMPLES will be sent on application.***W. B. DICK & CO., LTD.****26 Grosvenor Gardens**Telephone—
SLOANE 3461 (7 lines).**London, - - S.W.1**Telegrams—
"Dicotto, Sowest, London."

WORKS:

LONDON - LIVERPOOL - GLASGOW

This gives a thorough mix-up

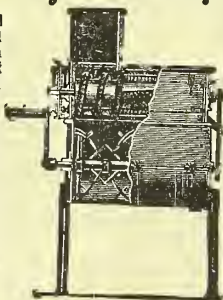
A Gardner "Rapid" sifter and mixer will thoroughly sift and mix $\frac{1}{2}$ oz. of one ingredient with a 30-lb. mixture of dry powders at one operation, and "every pinch of the whole will show its presence"—a customer's statement.

Write us for list of Ball Mills, Disintegrators, Millstones and Mills, Drum Sieves, Drying Machinery, etc.

WM. GARDNER & SONS
 (Gloucester) LTD.

Bristol Road, GLOUCESTER.

'Phone 117. 'Grams: "Gardner," Gloucester



WAGNER'S DRY BOTTLE CAPS
 BEST IN QUALITY & APPEARANCE



R.V. WAGNER
 33, Brooke St., London, E.C.1.
 Tel. No. Holborn 5090

BEE-HIVE

TRADE



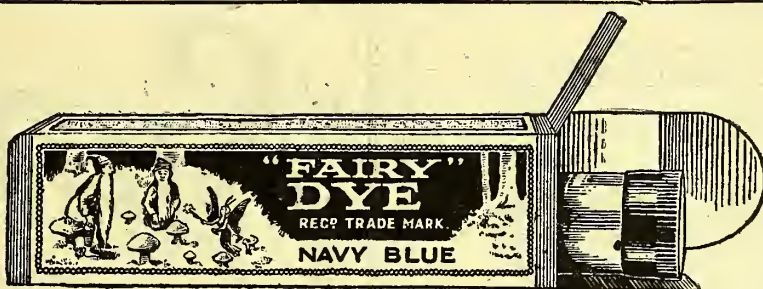
MARK

REGISTERED FOR OUR
 WELL-KNOWN BRANDS
 OF CERESINE WAXES.

CERESINE WAX

WHITE BLEACHED CARNAUBA WAX **VARIOUS GRADES AND RESIDUE**
BEESWAX **WHITE, YELLOW AND COMPOSITION** **PARAFFIN WAX** **ALL MELTING POINTS**
OZOKERITE WAX **ALL GRADES**

POTH, HILLE & CO., LTD.,**6 Lloyd's Avenue, London, E.C.3.***Works at Stratford, E.*



FAIRY DYES

Mean Greater Turnover for You—and Absolute Satisfaction for Your Customers.

THERE is no more attractive line on the market to-day—there is no better seller—and no article has made larger strides in popular favour.

FAIRY DYES

are now sold in glass tubes, encased in smart, clean-looking "safety-first" cartons. They are retailed at 2d. each, made in 25 popular shades and colours, and are extensively advertised in the right publications.

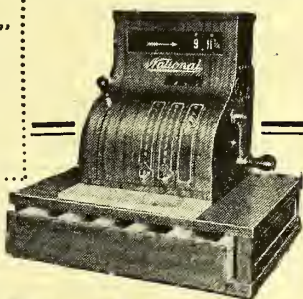
You can rely upon Fairy Dyes—for prompt delivery in any quantities—for fresh stocks—for quick, easy-to-handle, clean turnover, and as tried favourites your customers are always satisfied. See that you are supplied without delay.

For Trade Terms and particulars write to

FAIRY DYES, LTD. 61 WELL ROAD,
GLASGOW.

London Depot - - - - 292 UPPER STREET, ISLINGTON, N.1.

This "National"
and any other
model can
be secured
on easy terms
of payment.



The Price
of this
New Model

NATIONAL CASH REGISTER

is **£19** (5% discount
only for cash)

Records sales from 1d. to 9s. 11½d. Amount of each sale clearly indicated back and front. All sales automatically added into one total. Large well made cash drawer opens automatically. Bell rings when register is operated. Quick and easy to use. Modern steel cabinet, best mahogany finish.

Write for further details (Dept. C&D)

The National Cash Register Co., Ltd.,
225 Tottenham Court Road, London, W.1

A STRAIGHT 6d., 9d. & 1/- LINE

THAT NO ONE IS ALLOWED TO CUT.

The Ink is right and terms are right.
The sale increases every year, proving
its popularity with the Trade and Public.

RECOMMEND

JOHN BOND'S 'CRYSTAL PALACE' MARKING INK

Established 125 years, in the Reign of King George III.

6d. size 4/3 per doz., 9d. size 6/- per doz.

1/- size 8/- per doz.

Showing Retailers 30% on turnover on the
6d. size, and 33½% on the 9d. and 1/- sizes.

A Linen Stretcher and Special Marking
Pen given with the 9d. and 1/- sizes.

WHOLESALE TERMS:

MINIMUM—1 gross 6d., 44/., or mixed order to same value,
1 gross 1/-, 80/- subject to customary discount on quantities.
9d. Bijou Cabinets 60/- per gross net.

CARRIAGE PAID on parcels of £2 4s. 0d. and upwards.
When ordering, please specify if HEAT OR NON-HEAT is required.

23 YEARS ON THE P.A.T.A.

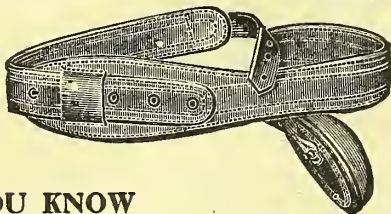
Manufactory: 75, Southgate Rd., London, N.1

The "Hernicura"

"COMFORTABLE"

Reg. No. 627925.

Patent No. 23241.



YOU KNOW

how often you have trouble in fitting customers with trusses, and how frequently dissatisfaction is expressed.

TRY

the "Hernicura" Trusses. They are easy to fit, possess great adaptability, give absolute satisfaction, and yet are most reasonable in price.

A 33-inch Truss will adjust from 30 to 36 inches. Head is also adjustable.

Write for Price List.

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MORGAN-DAVIS & SONS LTD.

Truss and Surgical Appliance Makers

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"Surco"

RELIABLE

ELASTIC HOSIERY
BODY BELTS
TRUSSES
SUNDRIES

WRITE FOR CATALOGUE

Surgical Hosiery Co., Ltd.

RUSSELL STREET

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The Name of

Taylor's

in connection with

Plasters

is the

SUREST GUARANTEE

of

QUALITY & VALUE

Edward Taylor, Ltd.
SALFORD and LONDON.

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For Surgical Strings

Reliable and Uniform

C. W. MEISEL Junior
Klingenthal, Saxony

Sole Agents for United Kingdom:

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35 Basinghall Street, London, E.C.2.

WINDOW DISPLAY TERMS

7½d.

"CLEAR CORN"

CORN REMOVER
& PAIN KILLER

Per Doz. 4s. 6d. Bonus of 3 with every 3 doz. minimum.

CARRIAGE PAID

Display Material, Showcard, Twin Tier Outer Containing 12.

Order direct or through your Wholesaler.

Kof-Oh Co., Ltd., **EVERTON, LIVERPOOL.**



CURASOL

The Original

Boric Socks

FIXED SELLING PRICE 4½d. pair.

COST 3/- doz.

SIX DOZ. LOTS 34/6 per gross.

Distributing Agents:—

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For Sample Pair (state size) send P.C. to

The Curasol Sock Co.

19-20 Garlick Hill, London, E.C.4

When you're asked for
crêpe bandages—sell

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"Blue Carton"

Satisfied customers are an asset.

PROTECTED PRICES:

	2"	2½"	3"	3½"	4"
Cost:	12/-	15/3	18/3	21/3	24/3
Sell:	1/6	1/11	2/3	2/8	3/-

Discount for quantities: 3 doz. 2½%, 6 doz. 5%

Stocked by all the leading wholesalers.

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IT MEANS MORE BUSINESS

It's not only the profit but the goodwill of the satisfied Customers that counts when selling

Hobson's Choice

FEET PLASTERS
POWDERS

From your Usual Wholesaler or Direct—

HOBSON, TRIMBLE & CO., LTD.

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SIMPLIC (Patent) SOOTHERS

THE BEST MADE SOOTHER ON THE MARKET.

Each Soother
packed in Dust-
proof Carton.

No stale stock
from exposure
or handling.

2 dozen Soothers
in Artistic
Container,
as illustrated.



Ask also for
SIMPLIC TEATS
Each in Carton.

Packed in
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The Name
"SIMPLIC"
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of Excellence.

SIMPLIC SPRINGLESS TRUSS

FOR BATHING AND EVERYDAY WEAR.

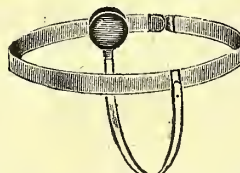
Made with Circular, Inguinal or Scrotal Pads.

INSTANTLY
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FITS EVERY
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PERFECTLY.

SUITABLE FOR
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The SIMPLIC TRUSS is specially designed for Bathing. It gives
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ASK YOUR WHOLESALE FOR LATEST TERMS.

CAN BE WORN
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UNDER ALL
CONDITIONS.

THE PERFECT
TRUSS.

Manufactured by **J. G. FRANKLIN & SONS, LTD.,** BIRKBECK RUBBER WORKS, LONDON, E.8.Makers of Fine Rubber Pro-
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The unique experience of our Works, established in the year 1815, is embodied in our well-known

Self-Fixing, Hermetically Closing

BOTTLE-CAPS

("WALO" BRAND)

Immediate Delivery

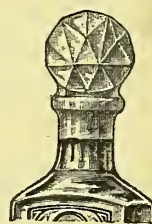


When wet.

White and
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Opaque and
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All sizes.



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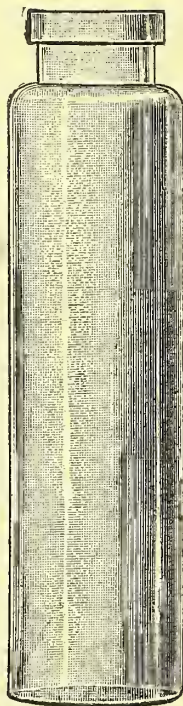
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Telephone: Clerkenwell 4857. Telegrams: "Brudako Ave London."

DOUBLE VV BRAND
VIALS

*British made on British Machines.
NOT MOULDED.
Accurately made with Flat Bottoms.*



Enquiries Invited.

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DISPENSING BOTTLES

A sound bottle is a good investment—cheap, badly-made bottles are dearest in the long run.

Of correct capacity, with uniform mouths and even distribution of metal, our bottles stand up to the roughest handling and make all the difference in the finished package.

They are bottles you can be proud of, and yet our prices are keenly competitive.

In addition they are British made.

*If you want GOOD bottles,
ask us to quote you.*

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Duncan St., Salford

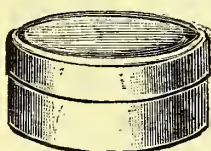
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ALUMINIUM OINTMENT BOXES

BRITISH MAKE

LIGHT, CLEAN, CONVENIENT AND CHEAP.

**STILL
FURTHER
REDUCTIONS**



$\frac{1}{2}$ -oz.

Per gross ..	$\frac{1}{4}$ oz.	6/6
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„ ..	1 oz.	10/-
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We also have them embossed with the following words:

Boric Acid Ointment.

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With any of these Imprints the prices are:

$\frac{1}{2}$ -oz. **11/-** per gross.

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For large contracts special rates will be quoted.

CARRIAGE PAID ON ORDERS OF £3 AND UPWARDS.

A discount of 5% for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for New Price Lists of Druggists' Sundries, Toilet Requisites, Rubber Goods, Cut Sheet Rubber Appliances, etc.

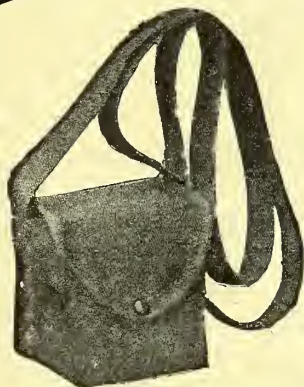
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SEND YOUR ENQUIRIES TO

ARTHUR BERTON, LTD.

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Wires : "Aybelim Finsquare"

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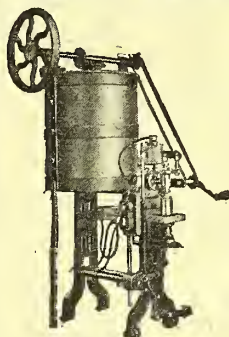
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Roberts' Original Patent BOTTLE FILLING MACHINES

The record makers in speed filling with cleanliness. Foot-Operated Machines. From £5 5s. Hand-Operated Machines. From 36/-.

Soundly constructed, simple in action, easy to clean.

**NEW PATENT SHALLOW TIN
FILLING MACHINES.**



**Automatic CAN FILLING
MACHINES, MIXING
MACHINES, CORKING
MACHINES.**

**NEW PATENT ACCESSOR-
IES TO "NELSON,"
"VICTOR" and "NAVY"
BOTTLE FILLING
MACHINES** enable them to be
used as Vacuum Fillers, Gravity
Fillers or Pressure Fillers at will.

"ROYAL"

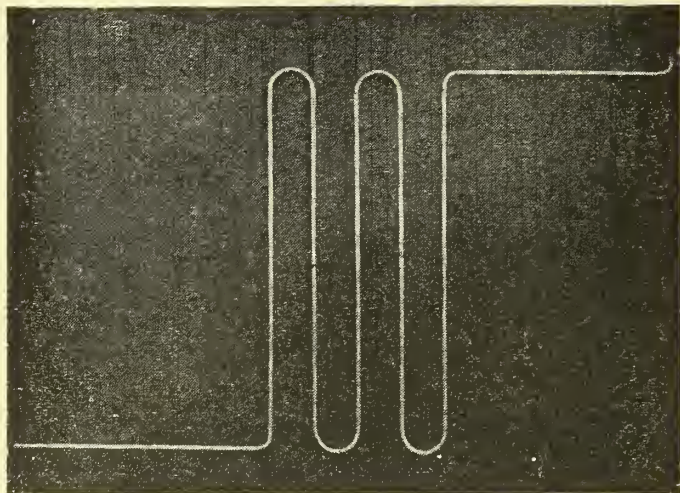
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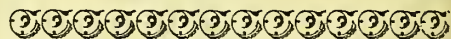
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Soap Making as well as Soap Boxing

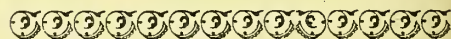


A section of $1\frac{1}{16}$ " aluminium piping supplied to soap manufacturers



TOILET SOAPS & CREAMS
make their appearance in aluminium containers by reason of the rustlessness, economy and attractiveness of the metal.

This follows the use of aluminium vessels in actual soap making, where the resistance of the metal to attack by fatty acids accounts for its employment.



Aluminium

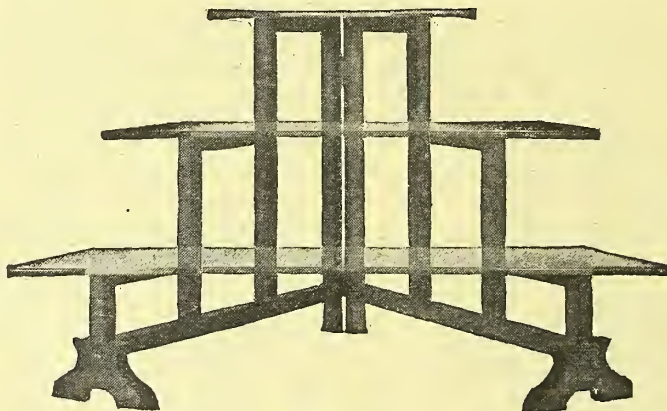
THE BRITISH ALUMINIUM CO., LTD., Aluminium Producers, Adelaide House, London, E.C.4



CD 705.

Glass
Pedestals.

4"	6"	8"	10"
8/9	10/-	14/6	21/-
12"	14"	16"	18"
25/-	30/-	40/-	45/-
20"			
52/-	per Doz.		



No. CD 2253.

An excellent Stand for centre or corner display.

Made in Solid Oak, with Plate Glass Shelves, polished all round, 1 each
30" x 6", 24" x 6", and 14" x 6". 18" high x 18" deep. Each complete **25/-**



CD 711.

Solid
Oak Pedestal.

Light make.			
6"	9"	12"	15"
2/3	2/8	3/1	3/6
18"	21"	24"	
3/11	4/4	4/9	each.

Write or call for Illustrated
Catalogue C9 to
Display Fittings Dept.,
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HASKINS

DISPLAY DEPT.,
32/34 OLD STREET, LONDON, E.C.1

'Phone : Clerkenwell 3405/6.

Large Stock of Plate Glass
Shelves at greatly reduced
prices. Please forward us
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All enquiries
promptly attended
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Orders of £2 and
upwards carriage
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Service Boxmakers

A BOXMAKER is a manufacturer who makes boxes to order and nothing else; a Service boxmaker is a manufacturer—

who suggests novel and serviceable carton-shapes;

who has a fully-equipped studio where experts in label-design are employed for the benefit of customers and prospective customers;

who is able to turn out the very best printing and lithography;

who can give good advice on all questions relating to the packing of any and every class of goods;

who can give this Service at a reasonable price.

If you want help on your packing problems write to the Service boxmakers who know their business, and whose address is given below.



ROBINSON & SONS, Ltd.,
Wheat Bridge Mills,
CHESTERFIELD.

Robinson & Sons, Ltd.

Manufacturers of Round, Oval, Square,
and Folding Cardboard Boxes.

Chesterfield & London



ROBINSON & SONS, Ltd.,
168, Old Street,
LONDON, E.C.1.

FINEST D. & P. SERVICE

On Velox Paper

Write for full details.

Send a Trial Order for our
**MOUNTED 1/1 PLT
ENLARGEMENT.**

Price **1/7** nett delivered.

Let us send you full details.

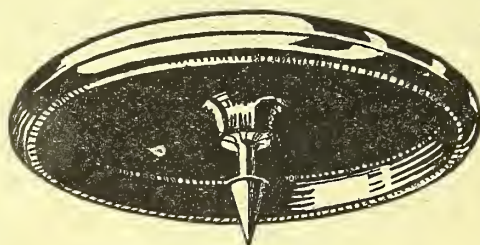
POSTCARD ENLARGEMENTS

per return of post.

2/- for one dozen ;
1/3 for $\frac{1}{2}$ dozen ;
3d. singles off one
negative.

A. J. SHAWYER & CO. Wood St. (Trade Photographers), Swindon, Wilts.

The **"PRESTO"** DISC EXTRACTOR & MILK BOTTLE COVER SIXPENCE EACH.



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A Necessity in every Home. Will last for years.

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IN NEAT DISPLAY BOXES **4/-** CONTAINING ONE DOZEN COVERS.

FROM YOUR WHOLESALE HOUSE, OR

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Expert Tuition for the **SIGHT-TESTING DIPLOMAS** of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

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190 Clapham Road, London, S.W.9

Founder :

G. S. V. WILLS, Ph.C.

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REVISION COURSES for Part 1 & Part 2 commenced on **APRIL 16th, 1928.**

COMPLETE COURSES for Part 1 & Part 2 and a **COMBINED COURSE** will commence in **OCTOBER** next.

Benches should be reserved as early as possible.

EVENING CLASSES are held each **WEDNESDAY** and **THURSDAY** at 6 p.m.

Full details and prospectus may be obtained from The Secretary.

SCREW CAPS AND CONTAINERS

COMPACT BOXES, FACE CREAM
CONTAINERS, SHAVING STICK CASES,

IN PURE BRITISH ALUMINIUM OR GILDING METAL.

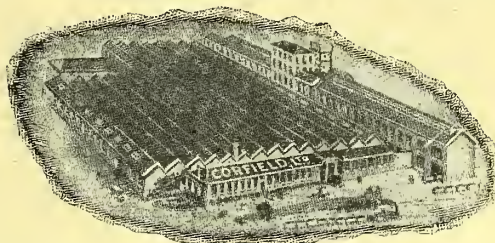
We Specialise in all the above, and the Corfield plant embracing
350,000 square feet is at your disposal.

Send your enquiries to our Service Dept. and let us quote.

CORFIELD, LTD.

Main Office and Factory: MERTON ABBEY, LONDON, S.W.19.

Telephone: WIMBLEDON 2061 (3 lines).



THERE IS NO ESCAPING

once the biggest and strongest fly
or wasp has touched any one of

THE

Cemetery Brand Fly Catchers

By far the most efficient on the market.
They have survived the competition of
50 years. They are certainly

THE PAPERS YOUR CUSTOMERS WILL NEED.

Flat sheets "Cemeteries," 3 in. bands, 2 in. bands "Swallows."

BRITISH MADE. FULL PRICES FREE ON REQUEST.

TUNBRIDGE & WRIGHT - - READING.

Telegrams: "Flies, Reading."

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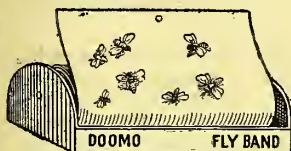
CONDITION POWDERS

show a profit of 38%

and are advertised in daily papers having
a combined sale of more than SEVEN
MILLIONS a day.

For 19/6 you can obtain a good selection
of Bob Martin preparations and a supply
of attractive display matter.

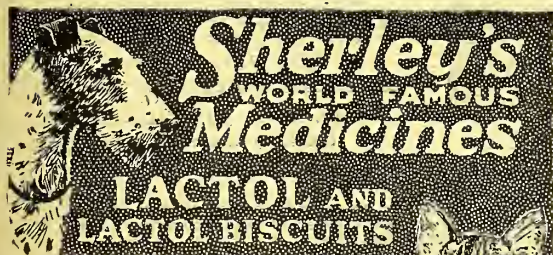
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THE DOOM OF THE FLY

"DOOMO" FLY BAND,
wide and long,
also narrower one.

SMITH & CO.,
Doomo Works, NEWARK.



P.A.T.A.

LACTOL and LACTOL BISCUITS
have established the good name of
Sherley with all dog lovers and breeders.
Sherley's dog and cat medicines have
created confidence and consequently
command a ready sale.

Big advertising is behind all Sherley
products. They are protected at
prices showing the retailers a good
profit margin, and our terms protect
you against all possibility of loss. Ex-
cellent literature and showcards cover
our various products. We realise your
interests are ours.

WRITE FOR
PRICE LIST
AND TERMS

A. F. SHERLEY & CO., LTD.

18 Marshalsea Road, London, S.E.1.

A WHEAT STACK SURPRISE

Messrs. J. Jones & Son, Chemists, Llandilo, write:—

"April 13th, 1928. The following is a testimonial given
to us this week by a Customer:—

"My farm being infested with Rats I bought a 1/3 tin of
Rodine. Next day—all Rodine gone—but not a single
Rat to be seen. A few days later upon going to a wheat
stack to get wheat to thrash I was astonished to find over
40 Rats of different sizes all huddled together—dead."

The foregoing testimonial emphasizes the fact that

Rodine makes satisfied
customers and, of
course, keeps them.
A Rodine sale always
ensures good business.

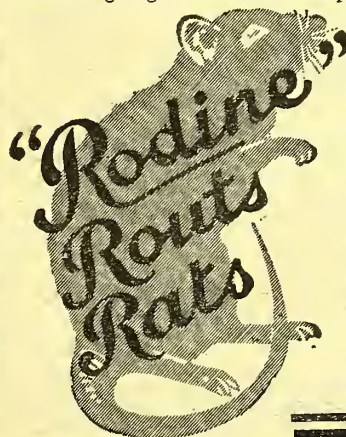
Get Rodine direct on
best terms from the
Sole Maker and Pro-
prietor—

THOMAS HARLEY
M.P.S.

Manufacturing Chemist,

Rodine Works

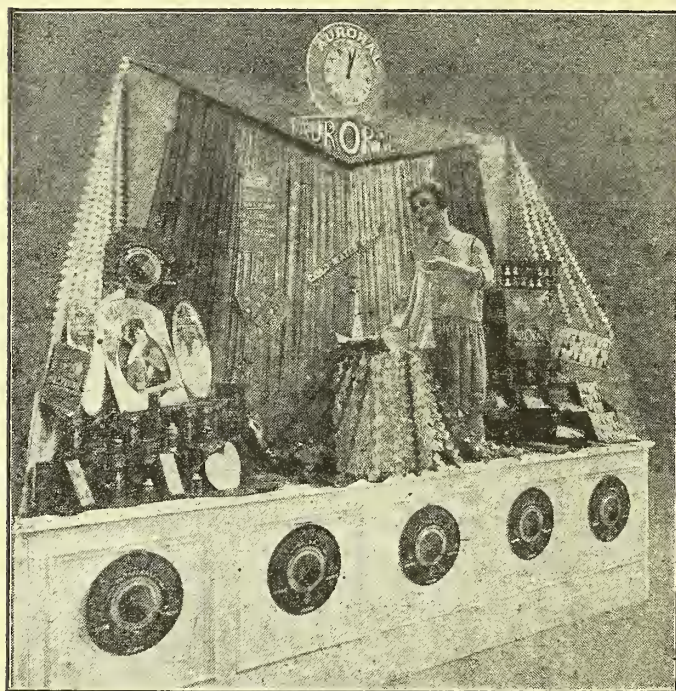
PERTH, Scotland.



1st PRIZE 100 GUINEAS
2nd PRIZE 50 GUINEAS
3rd PRIZE 25 GUINEAS

AND TWENTY PRIZES OF 5 GUINEAS EACH

**Have you entered for Whitaker's
Great Window Dressing Competition?**



OUR EXHIBIT AT THE RECENT CHEMISTS' EXHIBITION

We would remind you that the closing date for WHITAKER'S JUBILEE WINDOW DRESSING COMPETITION is getting very, very near.

When you first heard of this event the year was young, and it is such an easy thing to say "I'll enter for that Competition, later on!"

Well—"Later on" is now here—so please do not leave it until "later on" becomes "too late."

Read the list of valuable money prizes—study the rules given below and then make up your mind to win the First Prize. The Conditions are simple enough. Just Read Them.

The judging in connection with this Window Display Competition has been arranged with the following gentlemen, members of the British Association of Display Men, of 11 Berkeley Street, W.1:

Mr. ERNEST WILLSON,
Display Manager of Kodak Ltd., and
Past President of the B.A.D.M.

Mr. W. G. ROWE,
Display Manager of Dickens & Jones, Ltd.,

Mr. F. C. LAWRENCE,
Secretary of the B.A.D.M.

CONDITIONS

All Window Shows must be put in before June 30th, 1928, and remain on exhibition for a period of not less than seven days.

The Display can be made to advertise exclusively "Luton", Straw Hat Dyes or "Auroral" Cold Water Dyes, or, if preferred, a combination of both.

Each scheme must represent the competitor's original ideas and each entrant must provide his own materials. N.B.—The Standard "Auroral" Window Show must not be used for this competition.

For the purpose of entering the competition all Competitors must secure a photograph of their

Window with their name and address written plainly on back and submit it, together with a covering letter, indicating when the Display was given.

All entries must be received by Whitaker & Co., Kendal, not later than SATURDAY, JULY 7th.

The list of Prize Winners will be announced in the editions of the "Pharmaceutical Journal" and the "Chemist and Druggist," published on July 28th.

No correspondence can be entered into with regard to the above Competition and the judges' decision must be accepted as final and binding on all competitors. The receipt of each entry shall be regarded as acceptance of the above.

W HITAKER & CO., Dye Specialists for Chemists, KENDAL

Telegrams: "Dullette, Kendal."

Established 1878.

Telephone 214.

London Office and Showrooms: 16-18 BEAK STREET, REGENT STREET, W.1

Telephone: Regent 3825.

THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON E.C.4

JUNE 2, 1928.

This Supplement is inserted in every copy of The Chemist & Druggist.

THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on.

Post Office Wrappers, Stamped ONE PENNY, to ensure prompt delivery.

If wrappers bear a halfpenny stamp only, postal delivery is delayed.

Loose stamps will not be accepted.

CLOSING FOR PRESS.

**MUST REACH US
NOT LATER THAN**

FIRST POST THURSDAY MORNING.

**ALL ADVERTISEMENTS INTENDED FOR
INSERTION IN THIS SUPPLEMENT**

CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No.: CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation.

1.—LONDON, W.—Three Light Retail and Dispensing Businesses for Disposal; combined turnover about £8,500; vendor would sell as a whole or separately. Further information on inquiry.

2.—LONDON, W.—General Retail Business, with Kodak Agency; returns £40 weekly under management; handsome modern double-fronted shop, very well stocked; flat over pharmacy; bathroom; lease 18½ years to run. Further details on application.

3.—LONDON, N.W.—Family Retail and Dispensing Business, with Kodak Agency, etc.; returns £40 weekly; audited accounts; scope for considerable extension; very good living accommodation; garages; rent £70; held on lease. Further details on application.

4.—PUTNEY (Near).—Family Retail and Dispensing Business, with N.H.I.; returns approach £1,600 at good prices; rent £80; held on lease; good house, with garden and side entrance; terms, valuation of stock and fixtures and a sum for goodwill to be agreed, or a lump sum offer entertained.

5.—NEW CROSS.—General Retail and Dispensing Business, with N.H.I. and Kodak Agency; returns, present rate, £20 weekly, under management; scope for increase under personal supervision; double-fronted lock-up shop, well fitted and stocked; rent 30s. weekly; held on lease; price about £400.

6.—LONDON, S.W. (Suburban).—General Retail Business, with Kodak Agency; returns about £1,200; net profit £300; small living accommodation; private entrance; rent £43; held on lease; price £800.

7.—BRIXTON.—General Retail Business, with N.H.I. Dispensing; returns £100 monthly, under management; scope for increase under personal supervision; single-fronted lock-up shop, well fitted and stocked; 20 years' lease; price £700, or near offer.

8.—PLYMOUTH.—General Retail Business, with Kodak Agency; returns last year £1,300; net profit £320; chartered

accountants' figures; large double-fronted shop; 18½ years lease; rapidly growing district; price £850, or £150 for the lease and goodwill, plus valuation of stock and fixtures; vendor is desirous of effecting an early sale.

9.—ESSEX HEALTH RESORT.—Cash Retail and Photographic Business; returns last year exceeded £1,200; this year (with good season) should be materially increased; net profit roughly £350; estimated value of stock and fixtures £850; lock-up shop; flat optional; good position in main road; price £800.

10.—NEW BRIGHTON.—Good class Retail Business, in main road; returns £1,660, at good prices; well-fitted Pharmacy, fully stocked; large house; held on lease; price £1,200; stock and fixtures worth £1,000.

11.—GRIMSBY.—General Retail and Dispensing Business, with small Photography; returns last year £2,061; net profit £600; single-fronted shop, fitted in mahogany and well stocked; estimated value of stock and fixtures £1,150; large house and long garden; rent £104; 21 years lease; price £1,500.

12.—STAFFS.—General Retail and Dispensing Business, producing a net profit of £350 per annum; single-fronted lock-up Pharmacy; rent £23; nearest opposition 1½ miles; price £50 for the lease and goodwill, plus value of stock and fixtures, or lump sum of £400.

13.—BOURNEMOUTH.—Good class Family Retail and Dispensing Business; progressive turnover, last year being £1,900; net profit £467; double-fronted shop, fitted in oak; well stocked; convenient residence; small garden; no near opposition; price of business £1,200, or near offer; property must also be purchased. Also Branch for disposal.

14.—ESSEX (Within Easy Reach of Town).—Newly-established Business; returns about £20 weekly, plus N.H.I. between £3 and £4 weekly; double-fronted corner premises, very well fitted in mahogany; lock-up pharmacy; no immediate opposition; price £550; accident cause of sale.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make **Special Terms** for such service.

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Business Agency, Transfer and Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Accountant and Valuer. Phone: City 1261-2-3

BUSINESSES FOR DISPOSAL

1.—BLACKPOOL.—Recently established Chemist's Business, on lease 15 years, at rental of £52 for first 3 years and £78 for remainder; returns £42 per week; stock approximately £400. Further particulars on application. (161)

2.—STAINES.—Recently established Drug Stores (good opening for qualified man), in main thoroughfare; 20 years' lease at £200 per annum; returns as drug store average £30 per week; excellent living accommodation; must be disposed of quickly. Further particulars on application. (158)

3.—BRIGHTON.—Retail Dispensing Business; premises consist of single-fronted shop; 15 ft. frontage, with dispensary and large basement; held on lease 17 years at £52 p.a. inclusive; returns average £20 p.w.; can be increased. Full particulars on application. (147)

4.—LONDON, S.W.—Two small Businesses for immediate disposal; one in good position on main bus and tram route; premises held on lease, 15½ years to run; rental £2 7s. 9d. p.w. Takings approximately £75; can be increased under personal supervision. Further Business situate in thickly populated working-class district, with good possibilities for owner manager; premises held on lease, 16 years to run at rental of £60 p.a.; dwelling accommodation sub-let £65 p.a.; turnover approximately £1,090. Full particulars on application. (151)

5.—LONDON, E.—Drug and Photographic Business, for immediate disposal; on lease, 15 years to run, at rental of £120 p.a.; double-fronted shop, with good living accommodation attached; side and back entrance. Further particulars on application. (156)

6.—LANCS.—Old-established Chemist's Business, with Post Office attached; held on quarterly tenancy; lease might be obtained, or property purchased for £1,200; returns, £15 per week, all cash; rent, £78 p.a.; living accommodation; price asked, £750. Full particulars on application. (142)

7.—NORTH-WEST DISTRICT.—Family Retail Dispensing Business; double-fronted corner shop, with room at rear; flat with side entrance, consisting of three rooms; two garages; held on lease 12 years at £140 p.a.; flat let off at £103 p.a.; returns average £20 p.w.; can be increased. Full particulars on application. (146)

8.—BLACKBURN.—Drug Stores in main thoroughfare, on lease, 7 years to run, at £60 per year; returns, £18; large lock-up shop, with excellent window; stock about £250. Offers invited. (140)

9.—DORSET.—Old-established Family Retail Dispensing Business; returns £1,800 p.a., all cash; owner retiring; large shop, fitted mahogany; well stocked; good house attached (at present let at £110 p.a., lease expires October next); property for sale, with business open to offer. Further particulars on application. (153)

10.—CAMBRIDGESHIRE.—Old-established high-class Dispensing and Retail Business; held on advantageous lease; well fitted and large stock carried; returns approximately £3,000, at good profit; excellent living accommodation; every investigation invited. Full particulars on application.

11.—LEEDS.—Family Retail and Dispensing Business in thickly-populated working-class district; corner position; good opening for Chemist-Optician; dwelling accommodation attached; returns over £1,000; rent £52 per annum; price for quick sale £350; only Kodak Agency for 2 miles. Full particulars on application. (155)

12.—BERKS.—Established Pharmacy; lease 6 years to run, with promise of renewal 14 or 21 years; rent £46 p.a.; large 7-roomed house attached; garden and garage. Further particulars on application. (157)

13.—GRIMSBY.—Retail Dispensing Business, on main road; vendor's property; lease will be granted at £104 per annum; returns £38 to £40 per week; stock about £750; owner desires to leave district on medical grounds; quick sale desired. (159)

14.—CAMBRIDGE (Near).—Old-established Pharmacy, on lease 20 years at £50 p.a.; returns average £13 per week; double-fronted shop, with good dwelling accommodation. Further particulars on application. (151)

15.—CHESHIRE.—Retail Family Dispensing Business; single-fronted shop; good living accommodation; held on lease, five years, at £150 per annum; established 20 years; returns average £32 per week. Full particulars on application. (152)

16.—CORNWALL.—Chemist Business, recently established; lease will be granted for 10 years at £100 per annum; double-fronted shop; nicely fitted; well stocked; returns last year £1,500; very large house attached; private entrance; large garden (garage at rear, let off). Further particulars on application.

17.—LONDON, S.W.—Very old-established Family Retail and Dispensing Business, occupying prominent corner position in busy thoroughfare; lock-up shop with storage accommodation; held on advantageous lease at £100 per annum; returns approximately £2,300 per annum; can be increased under personal management; full particulars on application. (148)

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1.—CAMBRIDGE (Near).—Old-established Mixed Country Retail; easily worked; returns over £2,000; quite unopposed good house, large garden, garage, etc.; double-fronted shop fully stocked; price £1,200.

2.—NORTH-EAST COAST.—Very profitable sound Cash Business, showing steady increase; returns over £2,000; net profit £600; modern, handsomely-fitted shop; heavily stocked; good house, garden and garage; genuine reason for selling; price £1,500, strongly recommended.

3.—KENT.—Good-class profitable Cash Business in fast-growing district; plenty of scope; returns £30 weekly, increasing modern house and pharmacy; handsomely fitted; good stock long lease; price £1,450.

4.—SUSSEX COAST.—Good-class Retail and Dispensing Business, with Kodak Agency; returns average £2,000; good profits fine position; fully stocked; owner retiring; price £1,600.

5.—LINCS. (Market Town).—Old-established Retail, Dispensing and Agricultural; returns £1,300; plenty of scope; lock up premises; good house available; price simply valuation about £300, property £350.

6.—LIVERPOOL.—Light Cash Retail, with Panel and Kodak Agency; returns £1,450; splendid opening for Optics; good profits; modern shop; good position; house attached; fully stocked; price £1,050.

7.—EAST COAST.—Unopposed Light Retail, with Kodak Agency; returns £1,750; net profit £455; well-fitted shop; convenient house; price, including freehold, £1,600, or offer.

8.—WYE VALLEY.—Sound, Light Cash Retail Business, in good market town; returns last year about £1,300, under manager; plenty of scope; excellent house and premises; low rent; price for quick sale £800; worth attention.

9.—LONDON, S.W.—Sound middle-class Cash Business, in main road position; returns about £1,600, increasing; net profit £400; books audited; well fitted and stocked; price £1,400, or near offer.

10.—VICTORIA PARK (Near).—Old-established Cash Retail, Prescribing and N.H.I.; returns average £1,550; net profit £500; books properly kept; house attached; on long lease; price £1,000.

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BIRMINGHAM (Nine Miles).—Profitable General Retail, Dispensing and Kodak Business for Sale, in thickly populated district; returns average nearly £17 per week; rent and rates £400; established six years; satisfactory reasons for disposal. 119/23, Office of this Paper.

RAINFORD DISTRICT.—Chemist's Business, with good house attached, etc. Reply 119/40, Office of this Paper.

GWARE.—Handsomely fitted, well-stocked Pharmacy for Sale; finest position in this rapidly rising suburb; long lease. Further particulars interview only. Holt Green, Market Station Buildings, E.C.3.

KNHILL HEATH (Worcestershire).—Immediate possession, small Drug Stores; lock-up shop; fitted electric light; centre of village; all Kodak supplies; premises, including stock, £250. Reply 118/30, Office of this Paper.

LENSINGTON.—High-class Dispensing Business in residential district; returns last year £2,000, and steadily increasing; prices obtained; no small trade; rent of shop £30; 12 years lease; house on separate lease, or could be sub-let if not required. 117/38, Office of this Paper.

LENT.—Exceptionally healthy situation, unopposed, very old-established; General Country Retail; steady, reliable daily trade; Prescribing, N.H.I. and Dispensing; returns average £1,450; favourably situated main road; large, double-fronted shop; good house; freehold to be sold with business; fine locality; good openings; sound reason for disposal. 114, Office of this Paper.

LONDON, N.W.—Recently established Business; large premises; net rent and rates £70; Kodak Agency; turnover £200, all cash, at usual profits; good scope for increase. All particulars in interview. 116/30, Office of this Paper.

LONDON, S.W.—Chemist and Druggist, main road, including leasehold property; 33 years; ground rent £9; double-fronted shop, 5 rooms, with back entrance; thorough age and sound cause of sale; principals only dealt with. Apply W. King & Co., 2 Falcon Road, Battersea, S.W.11 (Sole Agents).

LONDON (within 20 miles).—Good middle-class Family Retail with Optics, in growing residential district, and showing steady increase; turnover nearly £1,800; profits above the average; modern Pharmacy, with house attached; long lease; well stocked; price £1,500; cash buyers only entertained. Reply, "Metro," 127/432, Office of this Paper.

LONDON, N.—Good-class growing Business; lock-up shop; opposite station; lease 18 years, at £60 p.a.; at present trading over £16 p.w.; has been neglected; big scope for increase; stock and fittings £350; urgent reason for disposal; price £575, or offer considered. 119/22, Office of this Paper.

MANCHESTER.—Chemist's Business on busy main road; takings £20 weekly; N.H.I. 1,000 monthly; Kodak Agency; good opening for Optics; well fitted; business can easily be doubled under personal management. Apply G. Ungsworth & Co., Brazenose Street, Manchester.

LONDON.—Pharmacy in main business thoroughfare; good stock; Photographic and N.H.I. trade, increasing, and with good prospects; long lease; good stock and fixtures. Particulars from 120, Office of this Paper.

LYMOUTH.—£300 ingoing for stock and fixtures; business established 60 years; now a Drug Store; double-fronted shop; 6-roomed house; busy thoroughfare; takings annually, under qualified management, £1,000; rent £45; rates £22. 113/34, Office of this Paper.

SOUTH COAST.—Two Businesses for Sale, one in main road and other in good position; average return of main road business last four years exceeds £2,500; stock last valuation £1,000; property in both instances is vendor's own, and can be purchased or leased; purchase of branch optional; between £4,500 and £5,000 would be required for business and property in main road, or leased at £150 per annum. 118/2, Office of this Paper.

SOUTHPORT.—Business, suitable for energetic man, in residential district; several doctors near; Kodak Agency; low rent for quick buyer. 118/6, Office of this Paper.

SOUTH WALES.—Non-industrial, main line town, a smartly fitted, double-front, lock-up shop; well stocked; every convenience; average takings £33 per week, and increasing; all stock and fittings new; owner seeking larger business. 118/40, Office of this Paper.

SOUTH YORKS. (industrial area).—Smart little Pharmacy; turnover, under management, £650, increasing; Kodak Agency; lock-up shop; low rent; main road; satisfactory reasons for disposal; unique opportunity. 118/27, Office of this Paper.

SPA TOWN IN WEST.—First-class Store Business for Sale, in beautiful locality; opportunity for man with capital or a company; plenty of room for increase in every branch of the business; opening for Optical work; premises can be acquired. 118/21, Office of this Paper.

ATTRACTIVE OPPORTUNITY.—Fine Business; busiest main road position; South London; well-appointed shop; house over; established in 1870 by present proprietor; yearly turnover £2,000; ample scope for considerable improvement; premises can be purchased, or lease will be granted at reasonable rental; price only £1,200; stock, etc., at valuation. Principals only write to Messrs. Cuttings, Surveyors, 4 Tooting Bec Road, Balham.

BUSINESS for Sale near Manchester; double-fronted, well-stocked shop, with good living accommodation, on lease at low rental; takings £950; capable of increase; ill-health cause of sale; price £500. Apply 118/16, Office of this Paper.

BY order of Administrators. Streatham. Well-established Chemist and Druggist; shop and house; lease 10 years; rent £60; for Sale by private treaty. Details from Frank Durrant, F.A.I., 114 Cheapside, E.C.2.

GOOD-CLASS, profitable, old-established Business in beautiful residential district; turnover £2,500; Kodak and Rexall Agencies; full Wine Licence; house, comfortable, 8 rooms, with modern conveniences, and garden; lease at £75 a year, but preference to purchaser of property; retiring; bankers' references as a preliminary. "Cheshire," 118/11, Office of this Paper.

OLD-ESTABLISHED Family, Retail and Dispensing Business, with Kodak Agency; increasing population; long lease; low rent; price £2,750; full particulars only to genuine buyers giving references. "Essex," 119/400, Office of this Paper.

PHARMACY in the West of England for Sale; smartly fitted; easily managed; suit beginner; turnover £900 p.a.; low rent and rates; good living accommodation; low price for quick sale. 119/25, Office of this Paper.

THE opportunity occurs to purchase lucrative Chemist Business in high-class district of Lancashire town; full particulars will be given on receipt of bankers' references; cash required £2,500. Apply 126/424, Office of this Paper.

£400.—A Light Retail Cash Business in a large town, South Wales, main road, near tram stop; lock-up shop; low rent and rates; good lease; nicely fitted; modern windows. 118/22, Office of this Paper.

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SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE Committee of Visitors invite Tenders for the supply of Drugs for the three months ending 30th September, 1928.

For form of Tender apply, enclosing stamped, addressed envelope, to the Clerk of the Hospital, Severalls Mental Hospital, Colchester.

Sealed Tenders must be received not later than 16th June, 1928, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any Tender.

AGENCIES.

SOLE BUYING AGENCY FOR HOLLAND WANTED.

WANTED, from big concern, the Sole Agency for Holland for some special lines to introduce to Chemists, Druggists, Stores, etc. We are prepared to buy for own account providing that the manufacturer is willing to support the sale by regular advertising in the Dutch daily newspapers. 114/13, Office of this Paper.

GLOUCESTERSHIRE and adjacent counties. M.P.S., excellent business man, desires Agencies. 118/210, Offices of this Paper.

QUALIFIED Chemist, with 30 years' experience, Wholesale and Retail, holding important Wholesale post in Midlands, would like to get in touch with London firm who would appreciate responsible person in Midlands to look after their interests; advertiser is in position to accept outside work not clashing with Hospitals or Doctors; free for Chemists' requirements, except drugs; advertiser is ambitious, and seeks wider scope for energies and experience. 114/2, Office of this Paper.

PREMISES FOR SALE.

FREEHOLD Shops, Cranbrook Road, Ilford (with good living accommodation).—Excellent opportunity for enterprising Chemist; newly-developed part of Ilford; hundreds of houses erected and occupied; price £1,475 (liberal mortgage arranged). Apply Suburban Developments (London), Ltd., Perih Road (Corner Cranbrook Road), Ilford.

MOLD (NORTH WALES).—Shortly for Sale, or by Private Treaty, valuable Freehold House, Shop and Premises; suitable any business; most important site in main street of this prosperous town. W. P. Edwards, 17 High Street, Mold.

APPRENTICE WANTED.

A GOOD opportunity occurs in a West-End Pharmacy for well-educated youth as Apprentice. Rowse's Pharmacy, 88 Edgware Road, W.2.

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ASHBOURNE, DERBYSHIRE.—Smart unqualified Junior for brisk mixed country trade; well up in Photography. Apply, with usual particulars and state salary required, Plant, Chemist.

BALHAM.—Trustworthy, reliable Assistant required; capable of sole charge occasionally; abstainer; permanency. Post full particulars and state salary. Cooper, Chemist, 1 Ramsden Road, Balham, S.W.12.

BLACKPOOL.—Smart Junior, about 23, good experience; permanency; forward references. Galloway, Blackpool.

BLACKPOOL.—Unqualified Assistant (outdoor) wanted until October, and possibly permanently; Photographic Salesmanship essential. State age, height, experience, salary required, references (copy) and photo if possible. Replies not answered in four days respectfully declined. Apply 118/5, Office of this Paper.

BRISTOL.—Wanted, unqualified Assistant (male); good Dispenser, Window-dresser, Salesman. State height, age, references, salary, and enclose photo. Spraketts, Chemists, 5 Broad Quay.

CARDIFF.—Smart qualified lady Assistant required to take charge of branch, with knowledge of Photography; must be good Window-dresser and capable Saleswoman; fullest particulars first letter. Robinson, 134 Whitchurch Road, Cardiff.

LANCS.—Tailors' Chemists require qualified men; real progressive permanencies for men with initiative. Apply by letter with full particulars to Tyson, 29 Victoria Avenue, Barrow-in-Furness.

LONDON, W.—Qualified Assistant; aged about 23 years; quick Dispenser. State age, salary required, experience, with references, to Shirliff, 66 Goldhawk Road, Shepherd's Bush, W.12.

LONDON.—Qualified lady required for old-fashioned City shop; some knowledge of Herbal business desirable. Write, stating age, experience, salary required, to 126/423, Office of this Paper.

LONDON SUBURB.—Capable young qualified Assistant required immediately; must be good Counterman and Window-dresser, and thoroughly up in all branches of Photography. Apply, enclosing photograph (to be returned) and stating experience, references and salary required, to Chrystall, Chemist, Woodford Green.

MIDLANDS (near Birmingham).—Qualified Assistant required for Light Retail and Dispensing business; family type; comfortable and progressive berth. State age, salary required, and when at liberty. "Mid," 117/600, Office of this Paper.

NOTTINGHAM (Near).—Manager; qualified; young; must be energetic and able to use own initiative; preferably one who can invest £50, shares issued in return (private limited co.); salary and commission paid. Replies, stating age, references, photo, experience, 118/23, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

SOUTH COAST.—Young qualified Assistant, lady or gent Apply, with full particulars, salary, and references, to 120/7, Office of this Paper.

SOUTH MIDLANDS.—Pharmacist and experienced Optician wanted middle June; responsible position; good salary and permanency to reliable man. Please give full particulars in first letter. 118/19, Office of this Paper.

SUFFOLK SEASIDE RESORT.—Junior Assistant wanted till October, with knowledge of Photography. State age, height, salary (indoors or outdoors), when disengaged, names last employers. Letters not answered in three days respectfully declined. 119/24, Office of this Paper.

SURREY (Sutton district).—Young lady Assistant required immediately for Dispensing and General Retail. Please enclose full particulars as to age, experience, etc. 127/433, Office of this Paper.

SUSSEX COAST.—Qualified Manager, with good references required for good-class Retail, Dispensing and Photographic; J.C.Q.O. qualification necessary. Give full particulars of experience, age and salary expected; enclose photo if possible which will be returned. Coates, Chemist and Optician, Littlehampton.

WESTMINSTER HOSPITAL, Broad Sanctuary, S.W.1.—Qualified Locum required for ten weeks, commencing June 25; normal hours, 10 to 6; salary £4 per week. Apply to Pharmacist.

WEST RIDING.—Qualified Manager, single, required for Light Retail and Dispensing (N.H.I.) business; industrial neighbourhood; permanency with interest in the turnover offered to suitable applicant. "W./R.," 117/6, Office of this Paper.

AN opportunity arises for young Pharmacist with business capabilities to take over management of good-class Drug Store situated in the best part of an East Coast seaside resort, with view of Partnership. Write, fullest particulars, P.C.B. 29/11, Office of this Paper.

ASSISTANT, over 30, for busy middle-class business (several assistants); must have good Counter experience; also competent Branch Manager (over 30); permanency and good salary in each case for suitable man. Apply, giving usual particulars, to Prebbles, Ltd., 187 Kensington, Liverpool.

ASSISTANT wanted for season, accustomed to best-class Retail and Dispensing, and with a knowledge of Photography, under 30. State full particulars and salary required to Gregory, Aldeburgh-on-Sea.

COMPETENT male Assistant for Counter and Optical Room; must have J.C.Q.O. qualification. Apply personally, or write, giving age, experience and salary required, to Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, London, E.2 (10 minutes' walk from Liverpool Street Station).

COMPETENT Junior Assistant, about 23, used to good-class Retail and Dispensing business, required soon in Surrey country town; qualification not essential. Usual particulars to 118/38, Office of this Paper.

FIVE pounds weekly offered for qualified Assistant; must be quick at the up-take; June to September. Braid's Pharmacy, Exmouth.

HUBERT B. FIGG, Chemist, Berkhamsted, has a vacancy for a lady Assistant, chiefly Dispensing; Minor qualification preferred, not essential. Full particulars and photo (returnable) first letter.

IMMEDIATELY.—Assistant for business in Home County, to take charge of Optical Department and assist at Dispensing Counter; must have J.C.Q.O. qualification and highest references. State experience, age and salary required. 116/34, Office of this Paper.

IMMEDIATELY.—Capable Assistant, qualification not essential if good man, but must have recognised Optical Diploma, for good-class Dispensing and Prescribing business. Apply 116/31, Office of this Paper.

UNIOR Assistant (male) required for June 26; accustomed to good-class Retail, Dispensing and Photographic; one requiring a permanency; salary, to commence, 50s. Please give full particulars, with references, to A. Atkinson, Ph.C., 2 Clarendon Street, Harrogate.

UNIOR or Improver; suit one just finished apprenticeship; Light Retail, Dispensing, Photographic. "Chemist," 30 Rathfield Avenue, West Ealing.

ADY required as Senior Assistant; chief duty Dispensing; must be accustomed to high-class business and have had several years' qualified experience. Send full details to 118/26, Office of this Paper.

ADY Assistant required, new Pharmacy in healthy district 25 miles N. London; light duties. State experience in Dispensing and wages required. 119/12, Office of this Paper.

OCUM required, qualified, from July 20 to August 3, both dates inclusive; good-class business near Harrow on Metropolitan Railway. State salary, please. Bowden, Eastcote, Middlesex. Phone: Pinner 409.

MANAGER required for a country business with Optical connection; J.C.Q.O. qualification. Apply, giving full particulars of previous experience, references, and photo if convenient. Gower, Chemist, Tonbridge.

MANAGER, qualified, 30-40, abstainer preferred, permanency, N.H.I. and Photo, salary £5 5s., wanted, June 18, near Westminster. P.C.B. 29/20, Office of this Paper.

TORTONS CASH CHEMISTS, LTD., London, have a vacancy for a young Qualified Assistant; also young Unqualified Assistant; must be quick and reliable; good prospects for progress. Apply, G. W. Todd, c/o M.C.C., Ltd., 510 Harrow Road.

QUALIFIED Dispenser, possessing C.M.B. Certificate and 2 with some general training, wanted, for residential post in London Hospital. Write, stating age, experience and salary required, to "Z," c/o Streets, 8 Serle Street, London, W.C.2.

QUALIFIED Locum; lady or gentleman; middle of June to third week in July; chiefly Counter and Photographic; London; good references essential; send copies, with age and experience. 126/425, Office of this Paper.

QUALIFIED man wanted, small country business; good Prescriber and Dispenser; live in; easy berth and good home; elderly man; healthy locality; preference given to one used country. Apply, with full particulars, 118/1, Office of this Paper.

QUALIFIED Branch Manager for near Manchester; also a Qualified Assistant. Give full usual particulars to Dean, 26 Market Street, Bury.

QUALIFIED Manager wanted (preferably lady), early July. Apply, stating age, experience (Photographic?), salary, and particulars, Drug Dept., Brightside & Carbrook Co-operative Society, Ltd., 164 Infirmary Road, Sheffield.

QUALIFIED Manager for June 11, between 25 and 40, accustomed to working-class district; Photography, Window-dressing, N.H.I. Dispensing. Apply, with full particulars as to salary, experience, etc.; lady not objected to. Apply to Director, Wells' Ltd., 19-21 Pitfield Street, N.1.

QUALIFIED Assistant required for August as Holiday Relief; lady or gentleman; duties chiefly Dispensing; must be used to good-class business. Apply H. B. Sharman, Chemist, Northwood, Middlesex.

QUALIFIED Manager, age 35-40, for small family business in London district; good Photographic experience; living accommodation available. Apply to 127/427, Office of this Paper.

QUALIFIED Assistant, able to take charge; must have good references. Apply, giving full particulars of experience, and required (enclosing photo if possible), to "Essex," 119/4, Office of this Paper.

QUALIFIED Chemist and Optician wanted, with knowledge of Photography and all branches of high-class Retail business; opportunity for young, energetic man upon co-partnership basis. Apply 119/2, Office of this Paper.

ELIEBE Manager, age 26-30, required for holiday season; for a trustworthy man of ability a permanent engagement would follow; good Window-dresser with Photographic experience. Apply to 127/428, Office of this Paper.

EMPORARY position for holiday relief (either sex); suit student. State when and how long available, with usual particulars required, to Matthews & Son, Chemists, 722 High Road, Leytonstone, Essex.

QUALIFIED Assistant required, age 25-30, experienced in Dispensing and Window-dressing and a good Salesman. Apply to 127/429, Office of this Paper.

WANTED, Qualified Assistant, young, male, for good-class Family Business. Full particulars, experience, age, salary required, etc., to H. C. Nene, 1416 London Road, Northbury, S.W.16.

WANTED, Unqualified Lady Assistant (outdoors) for Counter and Dispensing; good Window-dresser, etc. Apply, with salary and full particulars, to R. P. Bristow, M.P.S., Cash Chemist, 17 Oxford Street, High Wycombe.

YOUNG unqualified Assistant (male) required for Front Counter in large country business, West Midlands; must be quick and energetic, with knowledge of Agricultural trade and good all-round experience. Apply, with full particulars, to "E. S.," 120/6, Office of this Paper.

£6 PER WEEK.—Qualified Manager required for a business situate in the centre of a provincial city in the Midlands; an excellent opportunity for the right man; commission on increase of turnover. 117/60, Office of this Paper.

WHOLESALE.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

LANCASHIRE AND NORTH WALES.—Representative, working this ground by car with a non-competing line, able to look after the interests of an old-established Perfumery House, required on salary and commission basis. 127/431, Office of this Paper.

LONDON.—Representative, capable of quickly arranging a series of big value displays, wanted at once; commission only; samples small; old-established provincial house. 127/430, Office of this Paper.

A PROVINCIAL Wholesale House requires an experienced man, about 35 years of age, to manage Sundries Department; the applicant will be required to buy (under supervision), sell, and control staff; permanent post to suitable man. State full particulars of experience and salary required to "Sundries," 126/422, Office of this Paper.

EXPERIENCED Representative required for Proprietaries to cover Great Britain (not London); must have connection. State experience and terms (in strict confidence) to "Opportunity," 126/426, Office of this Paper.

REPRESENTATIVE, with good connection amongst Chemists, required for Kent, Hants, Dorset, Somerset and Cornwall. Applicants should submit full particulars of past experience, sales records, terms, etc., to the Winchester Manufacturing Co., Ltd., Isleworth, Middlesex.

REPRESENTATIVES required, with connection Chemist and Druggist trade, by well-known firm of Rubber Manufacturers and Chemists' Sundriesmen for Midlands, Lancashire, Northumberland and Durham, and Wales, excluding South; commission and part expenses. 126/421, Office of this Paper.

SURGICAL and Seamless Rubber Goods, Druggists' Sundries. Continental firm, with large connections in England, seeks well-introduced Representative for London district (home trade and export) to co-operate in increasing turnover; must have facilities for keeping stock and able to finance same. Apply, with full particulars and references, 114/21, Office of this Paper.

SEVERAL Representatives required to market "Mists of the Moon" Toilet Specialities; good experience and sound connection with Retail Chemists essential; salary, expenses, and commission basis. Write (in strictest confidence), stating territory covered and fullest particulars, to Cussons, Sons & Co., Ltd., Kersal Vale Works, Manchester.

(COLONIAL, INDIAN AND FOREIGN.)

CEYLON.—Qualified Assistant; gentlemanly appearance and address; good Counterman and Dispenser; age 22/24; single; 4 years' agreement; passage paid out and home; good salary and allowances. Full particulars, with photo if possible and copies of testimonials, to Box L. 464, Willings, 133 Moor-gate, London, E.C.2.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS WANTED.

RETAIL. [HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

A.A.A.A.—QUALIFIED; Scot; 26 years; 10 years' experience; abstainer; Locum or permanency; London preferred; good references. "Scot," 21 Almeida Street, Islington, London, N.1.

A.A.A.A.—UNQUALIFIED Assistant; age 23; Scot; Locum or permanency; 6 ft. 1 in.; 6 years' experience; good references. "Scot," 21 Almeida Street, Islington, London, N.1.

A.A.A.A.—CAPABLE man, middle-aged, abstainer, married, desires post; disengaged; not afraid work; London, provinces; experienced all branches; moderate salary. Will applicants kindly state salary offered? "Aspirin," 24 Clifton Hill, Brighton.

A.A.A.A.—LOCUM; experienced; abstainer; disengaged; knowledge Photography. "Pharmacist," BM/ZP6N.

A.A.A.A.—QUALIFIED, experienced Manager desires post, good-class business, Store or private Chemist's; good business man; all-round knowledge; single; good appearance; trustworthy; excellent references. "Progress," 119/3, Office of this Paper.

A.A.—EXPERIENCED Assistant or Locum; unregistered; Dispensing, Counter, Windows, Prescribing, Photography; energetic; trustworthy. "H.," Cwmiar, Llanybyther, Carmarthen.

A CAPABLE, hard-working, Unqualified Assistant, 22, tall, experienced Dispensing, Counter, Window-dressing, Photography, desires post. Write Owen, Llysaled, Caeclyd, Blaenau, Festinog.

A S experienced Man in live business; Stores preferred; good Dispensing; Salesman, Photo, Optics. "G.," 130 Scott-Hillis Gardens, N.W.8.

A S Manager or Locum, view to Partnership or succession; lengthy experience. Montague Watson, Woodberry Way, Walton-on-Naze.

A S Locum; long experience in all branches; active; excellent references; terms moderate. "S. C. I.," 54 Priory Road, West Hampstead, N.W.6. "Phone: Hampstead 7151.

A S Locum; disengaged; £4 4s. per week; excellent references and experience. "Reliable," 129 Praed Street, London, W.

A S Manager; 29; qualified 1920; good Salesman and Window-dresser; energetic; permanency in London desired. "Regex," 6 Plympton Avenue, Brondesbury, N.W.6.

A SSISTANT; unqualified; middle-aged; single; moderate salary; Dispensing, Counter work, Photography, etc.; able take charge. "Chemicus," 4 Oxford Street, Woodstock, Oxford.

A SSISTANT, 32, married, desires engagement; 15 years' experience; good-class Retail, Dispensing and Photographic business; preferably with living accommodation, but not essential. Andrews, 101 Boundary Road, N.W.8.

A SSISTANT, 22 (Part I), requires post, part time or otherwise, in South London; Dispensing, Counter, including Photographic; excellent references; free June 11. "Pila Lodge," Eardley Road, Streatham, S.W.

A SSISTANT; unqualified; 37 years; good all-round experience; abstainer; able to manage; excellent references; disengaged. Macleod, 5 Fulton Villas, Boundary Road, N.22.

A SSISTANT; good varied experience; town and country; references; Prescriber, Dispenser; disengaged. "Rhei," Eyretton, St. Nicholas Street, Norton, Malton.

A SSISTANT; unqualified; Locum or permanency; 30 years' experience; trustworthy; reliable; good references; disengaged; accustomed taking charge. Bagshaw, Park Square, Newport, Mon.

A SSISTANT; lady, with excellent references, available for Locum, season or permanency; reliable Dispenser; nine years' first-class experience. 119/36, Office of this Paper.

A SSISTANT; young; ten years' all-round experience; used to busy Retail, Dispensing and Photographics; unqualified. 119/28, Office of this Paper.

B.S.C., M.P.S., with good Retail experience, disengaged, seeks post, preferably in London, or Locums, 127/436, Office of this Paper.

CHEMIST'S Assistant requires engagement in London or district (West-End preferred) with Doctor, Hospital, or in shop; careful and accurate Dispenser; referred Pharmacy; good references; moderate salary. Griffiths, 23 Hamilton Road, Harrow.

CHEMIST'S Assistant, unqualified, desires post; South preferred; Counter and Dispensing. Tuck, 71 Wellesley Road, Croydon, Surrey.

CHEMIST-OPTICIAN, 28, fully qualified, J.C.Q.O., experienced in all branches, desires position as Branch Manager, Apply 118/33, Office of this Paper.

DISENGAGED; qualified; tall; single; 34; all-round Counter and Dispensing experience; energetic; good Window-dresser. B. Mills, 62 Cowper Street, Northampton.

DISENGAGED Locum, all June; experienced Counterman and Dispenser; active; qualified; excellent references. "Reliable," 34 Kingscote Road, Addiscombe, Croydon.

EXPERIENCED Manager, 37, Pharmacist-Optician, J.C.Q.O., desires active interest in sound business; would initiate Optical department. 119/9, Office of this Paper.

GOOD all-round man, 33, qualified, as Manager or Senior in middle-class Family business; disengaged week's time; highest references; wages £4 10s. to £5. Apply "Hortus," 116/27, Office of this Paper.

IMMEDIATE—Qualified, as Locum; free to July 7; thoroughly reliable and experienced; abstainer. "Chemist," 85 Lancaster Road, Leytonstone, E.11.

LADY (Part I), disengaged, good Dispensing experience, as Improver in Wallasey or Liverpool. 61 Mount Pleasant Road, Wallasey.

LOCUM; unqualified; disengaged during June and later part of July; all-round experience and capable. P.C.B. 29/2, Office of this Paper.

LOCUM; 15 years' experience; qualified; disengaged June 4-18 inclusive; good references. 114/40, Office of this Paper.

LOCUM or season; seaside or country; fully experienced Dispenser; all-round man; disengaged June 4. Benson, 4 Alexandra Road, South Woodford, Essex.

LOCUM; qualified; disengaged after June 9; now booking up dates; practically a teetotaler; good worker. 117/40, Office of this Paper.

LOCUM; qualified; experienced; good Salesman; anywhere; best references; free July 1-8 and after July 22. 80 Brookbank Road, Lewisham, S.E.

LOCUM booking dates; at liberty from July 16; given up own business; abstainer; reliable; easy terms; best references. Cart, The Pharmacy, Rodley, Leeds.

LOCUM or emergency relief; disengaged; good references; moderate salary; thoroughly experienced; reliable. Taylor, 24 Hall Street, Bow, E.

LOCUM; thoroughly recommended; vacant June 18 to 23, July 16 to 21 inclusive; unqualified. "F.," 131 Mount View Road, N.4.

LOCUM; qualified and experienced; open June 11 to 30 inclusive. "Chemist-Optician," 55 Geraldine Road, Wandsworth, S.W.18.

LOCUM; experienced; qualified, reliable and capable. "Chemist," 32 Fairmount Road, Brixton Hill, London, S.W.2.

LOCUM or light duty; tall; elderly; fully experienced; moderate salary; liberty June 9. "Pharmacist," 27 Park Street, Horbury, Yorks.

LOCUM (June and July); a capable Dispenser desires post; salary secondary consideration; disengaged; well recommended. Miss K. W., 7 Atherton Road, Forest Gate, Essex.

MANAGER, Assistant, or Superintendent for Company; middle-aged; London district; Salary £4 a week. SUMMERS, 98 Greyhound Lane, Streatham Common, S.W.

MANAGER or Locum; free June 13; thoroughly experienced; Windows, Sales, Dispensing. "Chemist," 85 Chelmsford Road, S. Woodford, E.18.

M.P.S.—MANAGER or Locum; good all-round experience; waiting results of recent Optical Exams.; age 23; tall; free June 8; moderate salary. "S.L./S.A.," 12 Kelvin Road, N.5.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

M.P.S.: 28; tall; single; Senior or Branch Manager; ten years' experience in good-class Retail, Dispensing, Photographic and Agricultural businesses; excellent references; willing worker; disengaged June 23. "D.," 41 Clifford Street, Wolverhampton.

PERMANENCY or Locum; unqualified; all-round experience; Dispensing, Photographic, Agricultural; disengaged; good references. "H.," 61 Castle Street, Kendal.

PHARMACIST; 33; Locum or permanency (preferred); South Coast preferred; experienced Retail and Hospital; free June 30. "Chemicus," c/o Samaritan Ward, Guy's Hospital, S.E.1.

QUALIFIED Assistant, 22, seeks post; good references; disengaged. "M.P.S.," 6 Birchfield Road, Northampton.

QUALIFIED, 26, requires permanent situation as General Assistant in good-class Pharmacy; good Dispensing experience; personal interview; disengaged. 116/40, Office of this Paper.

QUALIFIED, 23, desires situation as Assistant or Dispenser. Full particulars in first letter. 117/1, Office of this Paper.

QUALIFIED Dispenser, 7 years' experience with firm of Doctors, seeks post; West of England preferred. 114/19, Office of this Paper.

QUALIFIED Chemist, aged 24, tall, good country, City and West-End experience, knowledge of Optics and Photographic, desires position in London; City or West-End preferred. "H. W. F.," 47 Torrington Square, W.C.1. Phone: Museum 2596.

QUALIFIED, middle-aged man desires post as Manager; experienced and well recommended; disengaged 16th inst.; accept locum till suited. Owens, 67 George Street, Devonport.

QUALIFIED; 28; married; good all-round experience. L. J. Neal, 5 Meadow Road, Tonbridge, Kent.

QUALIFIED (22) desires permanency; Yorkshire or Lancashire coast preferred, but not essential; tall; smart; excellent references and experience. 118/18, Office of this Paper.

QUALIFIED; 23; excellent references; London and provincial experience; disengaged; London or South Coast preferred, but not essential. 119/1, Office of this Paper.

QUALIFIED desires post offering scope; Managership preferable; well experienced in all branches; reliable; Lancashire district preferred, but not essential. 118/28, Office of this Paper.

SEASON, Locum or permanent engagement wanted by Qualified Chemist and Refractionist; 27; excellent references all branches; Manager, Senior or any post with good prospects. "D.," 118/17, Office of this Paper.

SENIOR, right-hand man to principal, best varied experience, Prescriber, Belt, Truss, etc., specialist, Dispensing, Optics (prescription), Photography, desires good permanency or Locum meanwhile; best references. "J. W. C. N.," 21 Albion Place, Maidstone.

UNQUALIFIED lady Assistant desires post; knowledge in all branches; London and provincial experience; good references. 119/35, Office of this Paper.

WHOLESALE.

A.—FIRST-CLASS Salesman-Representative, business organiser and Advertisement Manager; 9 years' experience, Chemists and Stores; all London; own car; age 36; must earn £600 to £1,000 per annum; fine references, ability, and integrity; available July 15. Reply, at once, 116/24, Office of this Paper.

ADVERTISER, with sound London connection extending over 15 years, wishes to represent one or two reliable firms; highest references. "L.," P.C.B. 29/8, Office of this Paper.

CHEMIST and Druggist wishes to represent Wholesale House; home and Colonial experience; excellent references. P.C.B. 25/22, Office of this Paper.

CHEMIST, experienced Salesman, 33, Wholesale and Retail experience, speaking French, German, Italian, seeks in- or outdoor engagement; England or Continent. P.C.B. 29/18, Office of this Paper.

CHEMIST Warehouseman requires situation; good experience in Patents, Drugs and Sundries and Stock-keeper; excellent reference shown; can do light packing. "W. M.," 20 Nelson Square, Blackfriars Road, S.E.

DOES any old-established firm want a trustworthy Representative; Retail trained and 20 years' connection over lower half of England and Wales; strictest references? "W. G.," 18 Clare Avenue, Hoole, Chester.

EXPERIENCED Representative desires engagement with good House; excellent connection West and Southern Counties; Drugs, Sundries or Proprietaries. 118/32, Office of this Paper.

LONDON.—Experienced Traveller open to represent good house; commission basis; insured guarantee society. Nash, 393 London Road, Mitcham.

PHARMACEUTICAL Chemist, home, Continental and Colonial experience, especially on the Manufacturing side, desires position with sound concern; would consider the purchase of a financial interest. P.C.B. 26/29, Office of this Paper.

PHARMACIST wishes to represent Wholesale House; ten years' Medical propaganda; trade experience; home, colonial, foreign. 127/434, Office of this Paper.

REPRESENTATIVE, 8½ years' connection, Chemists and Stores, all London area, age 35, own car, proved ability and integrity, since 1919 with firm making well-known Disinfectant, Toilet Cream, Tooth Powder, Paste, Soap, Hair Tonic, etc., requires position with good firm where selling and organising ability is appreciated. 111/36, Office of this Paper.

REPRESENTATIVE, 12 years' first-class connection Chemists, Stores, etc., Lancashire, Yorkshire and Nottingham areas, excellent references and sales records, requires position with known house; thoroughly experienced all lines; age 38. "T.," "Woodlands," Thorner, Leeds.

TOILET Representative, 8 years' experience, London and Southern Counties, desires change; whole time; salary, commission and expenses. "Toilet," P.C.B. 29/12, Office of this Paper.

UNIVERSITY Graduate, M.P.S., 31, Retail, propaganda, sales, Analytical, Research experience, seeks post with good prospects. 127/435, Office of this Paper.

FOR SALE.

CHEMISTS' Shop Fittings, consisting of 8 ft. Wall Case, 10 ft. Counter, 8 ft. Dispensing Screen and Counter, cases in front, 15 ft. Drug Fitting and Shelves, Poison Cupboards, etc.; closing down; fittings mahogany; new; may be seen fitted up in the shop. Particulars, 116/32, Office of this Paper.

MASSELEY Showcard and Price Ticket Embossing Machine, four founts of type, various dies, ornaments, etc., £18. Lewis, 151 High Holborn, W.C.1.

MISCELLANEOUS.

10s. for 60 words; 1s. for every additional 10 words or less.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

McADAM & TUCKNISS, Stock and Share Brokers and Dealers, Westminster Bank Chambers, Blackheath, London, S.E.3. Established 1898. Telephone: Lee Green 0081. Shares for Sale free of commission (subject):—3 Camwal £50 4½% Debs., £30 each, yielding 7½%; 300 Evans Lescher Ord., 4s. 10½d.; 400 Prefs., 5s. 3d.; 50 Eucryl Prefs. Ord., 16s.; 400 Hodders Ord., 1s. 7d.; 400 Idris "A" Ord., 21s. 6d.; 300 "A" Prefs., 16s. 3d.; 200 Lever 8% Pfs., 23s. 9d., yielding 6½%; £250 William Toogood 7% Deb. for £230. Wanted (subject):—Allenbury Pfs.; Camwal Ord. and Pfs.; Idris Deb. 6½%; 300 Lewis & Burrows Ord., 23s. 6d.; 200 Pfs., 16s.; 200 Wright Layman Pfs., 19s.

CHEMIST FITTINGS.—Complete Fittings in stock. Ranges of Drug Drawers with glass labels, shelving and lockers, Glass-fronted Counters, Dispensing Screens, Wall Cases, etc.; all made in sections which any local man can fix. Also Second-hand Fittings, Shop Rounds (ribbon and recess labels); Cash Tills from 15s. 6d.; Kwik-Sale Case, special Chemist design. D. MATTHEWS & SON, Chemist Fitters, 14 and 16 Manchester Street, Liverpool.

SALE OF STOCK, comprising Oak and Mahogany Drug Runs, Wall Cases, glass-fronted Counters, all-glass Counters, Dispensing Screens, Perfume Cases and Desks, Silent Salesmen, etc. Call, write or phone your requirements. FARLEY'S, 227, Old Street, E.C.1.

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SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, **RUDDUCK & CO., 219 Old Street, London, E.C.1.**

SHOPFITTINGS.—Modern set, in mahogany and complete; 10 ft. Drug Fitting, consisting of drawers, lockers and cupboards, with shelving and showcases above; 12 ft. glass-fronted Counter; 4 ft. Wall Case; Perfume Case and Desk; 6 ft. bent plate glass Counter Case; 6 ft. Dispensing Screen; 5 ft. Dispensers' Fixture; Counter Drawers; Cash Till; ready for use, £120. **PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, London, E.C.1.** "Pharmacy fitters for over a century."

£65.—SECOND-HAND Set of Mahogany Fixtures, comprising 10 ft. Drug Run, 6 ft. glass-fronted Counter, 6 ft. Chemist's Screen, 6 ft. Wall Showcase, Perfume Case and Desk, Check Till, 3 ft. bent Front Counter Case, Shop Rounds. **FARLEY'S, 227 Old Street, London, E.C.1.**

£93.—SET OF MAHOGANY FITTINGS, consisting of 6 ft. Wall Case, 10 ft. Drug Fitting, 10 ft. Counter, 6 ft. Dispensing Screen, Perfume Case and Desk, bent plate-glass Counter Case, 2 nests of Counter Drawers. **PERCY R. E. JOSEPHS, 68 Old Street, London, E.C.1.**

£99.—SET OF GOLDEN OAK FITTINGS, consisting of 10 ft. Drug Fitting, 8 ft. Wall Case, 10 ft. Counter, 5 ft. Dispensing Screen, Silent-Salesman, 4 ft. Counter Case, 2 nests of Counter Drawers. Full particulars, sketches and prices, post free on application to **PERCY R. E. JOSEPHS, 68 Old Street, 1-5 Tilney Court, and 125 Lever Street, London, E.C.1.** Phone: Clerkenwell 0929 (3 lines).

£87 10s. for set of Mahogany Fittings, consisting of 10 ft. Drug Run, fitted 30 glass knobbed and labelled drawers, 10 ft. glass-fronted Counter, 8 ft. Wallcase, 6 ft. Dispensing Screen, 3 ft. Counter Case, Perfumery Showcase and Desk, Cash Till; would separate. Illustrated list on request. **E. BERG, LTD., 336 Old Street, E.C.1.**

EXCHANGE COLUMN.

2d. per word: Minimum 2s.

FOR DISPOSAL.

SECOND-HAND TWIN PRINTER, as Ensign Catalogue, page 157; £4 4s.; with masks. **Brunton, Perth.**

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"SQUARE" STUDENTS' TEXT BOOKS, also portable Remington Typewriter, de Luxe model. Send stamped, addressed envelope for list. **P.C.B. 29/4, Office of this Paper.**

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This is a concise guide to chemists commencing and carrying on a photographic department. The book is a reprint of the treatise in *THE CHEMIST AND DRUGGIST DIARY, 1926*, with additional chapters and formulas. Price 3s. 6d., by post 3s. 8d.

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